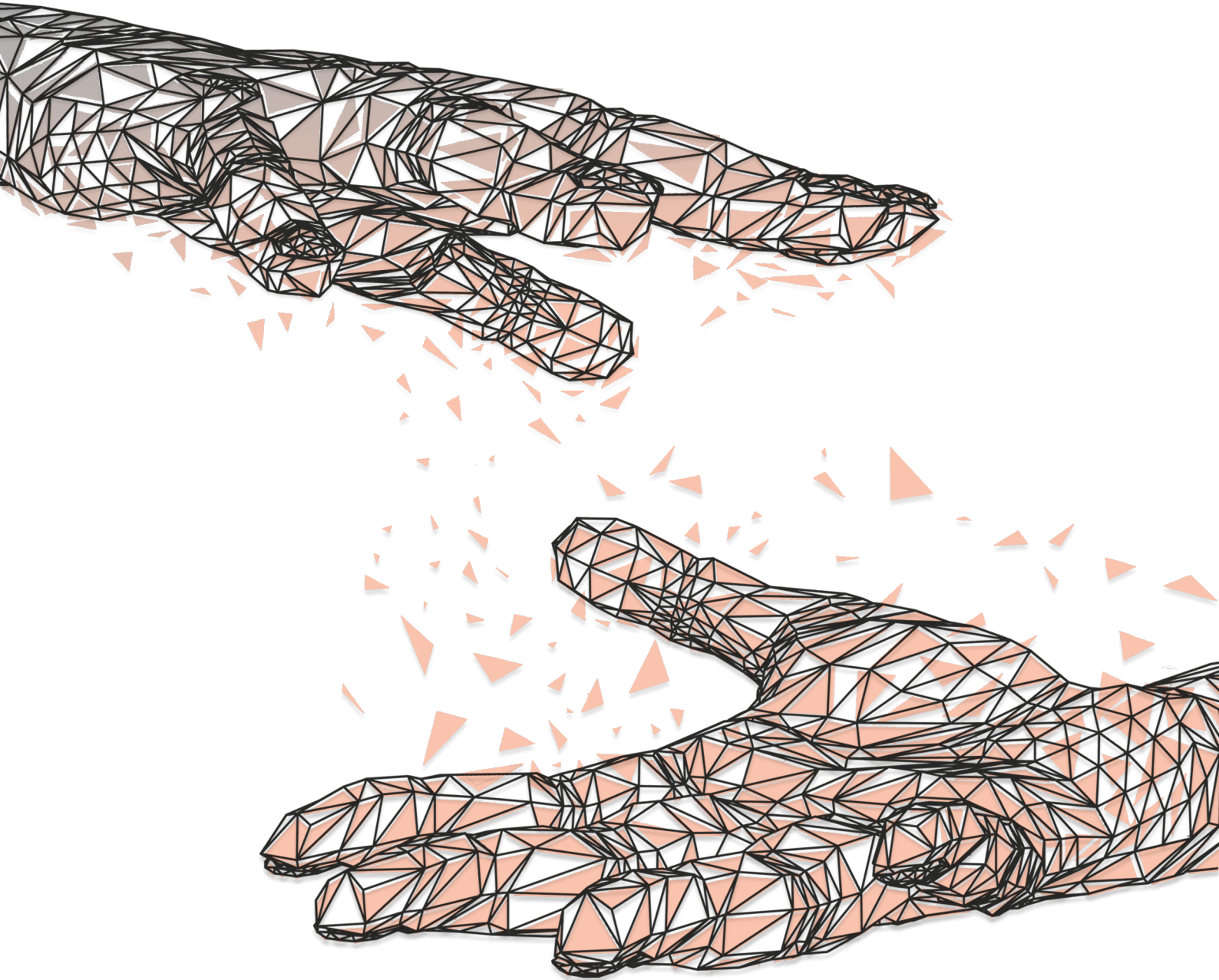


COUNSELLING PRACTITIONER BEGINNER TO ADVANCED



COUNSELLING LAURIE
(DEMONSTARTION TRANSCRIPT)

Kain: So Laurie, we had a conversation, didn't we, just a brief conversation before we sat down here today.

Laurie: That's right.

Kain: And I asked you if there was some sort of presenting problem or some sort of issue like a noose that's been hanging around your neck for anything up to a lifetime, or for as far back as you can remember, that's really stood in the way of you potentially getting ahead in life, being as effective as what you would like to be as a man.

Laurie: Yeah, well, I guess it's kind of hard to phrase, but I've always sort of felt guilty for success. I mean, I've never really been able to...any time I do good or I seem to be advancing or doing well, I always kind of feel bad for it, as if it's not intended for me or as if I don't...I haven't earned or, or I've not done it the right way, or I'm not really good enough or...so these sort of things, and it's really...it hampers my confidence, it kind of stops me selling myself, I maybe don't tell people how great I am, if you know what I'm saying, so yeah, I just kind of feel sort of like I'm an imposter, like I don't deserve anything good that I have, really.

Kain: An imposter. Is it okay for me to use that term, imposter, because you totally know what that means for you?

Laurie: Yeah.

Kain: Over the next 45 minutes to an hour, bearing in mind whilst you know what imposter means to you, I don't fully understand this yet, so I would like to better understand, if that's okay. Is it going to be alright, if we were just to simply have a discussion around the areas in your life that this problem kind of presents itself, yeah? You mentioned this affects your confidence.

Laurie: Yeah, so I work...I'm self-employed, I do a lot of video stuff, a lot of editing, sort of computer stuff, so a big part of it is...I deal with clients mostly on a kind of basis, so what I should be doing is selling them everything, saying I can do this for you and I can do that for you, but I really can't do that. If I'm meeting someone, I won't say, I can do this, I can do that, even if it's like simple stuff, and I'll assume it's going to go wrong, and even the simplest stuff, in my head I just build it up so much, and it just becomes so difficult. In a professional context I guess it holds me back then as well, because a lot of my work is visual. I'll give it to someone and they'll be over the moon with it, but I can never watch it again.

Kain: So you couldn't watch back your work.

Laurie: No, I think it's awful, and if someone enjoys it, I kind of wonder why, I think there's maybe something wrong with them.

Kain: Oh right, okay. So this imposter syndrome kind of it works itself when you're actually doing what you love doing.

Laurie: Yeah.

Kain: So you're doing what you love doing for a career, am I right?

Laurie: Yeah, it's going really well.



Kain: It's going really well, you're doing work that you enjoy, work that you're good at.

Laurie: Constant...recently as well it's just been...it's a tough game, I've struggled a lot in the past, but quite recently I've been finding success after success, and it's really been amping up, and so this is kind of compounded, if that's the right word, my feeling, it's just kind of started hitting home, like really I should be over the moon, I should be...finally I'm starting to make it, but it's just I keep expecting someone's going to...the curtain's going to fall on my head. I'm looking for a metaphor, but I couldn't find one.

Kain: Sounds like the bubble's about the burst.

Laurie: That would have been a better metaphor, yeah.

Kain: Something like that.

Laurie: Something like that.

Kain: Right, okay. So just...if I'm hearing you right here, in terms of your professional work life, that's going well.

Laurie: Going great, yeah.

Kain: That's working better than it has done, ever?

Laurie: Completely, yeah.

Kain: This is really good, so the problem is actually a positive problem, kind of, except you're doing well, but because you feel like an imposter, you're feeling as if it's only a matter of time before the whole thing comes tumbling down.

Laurie: Yeah, that's it. A lot of my sort of dreams as well involve me being chased or people kicking...that would be the metaphor I'd use, I feel like someone's going to kick in the door and take me away, say, no, we found out you did this a couple of years...you're not really this guy.

Kain: We've found out you're an imposter.

Laurie: Precisely, yes, that's why I link it to the imposter stuff, yeah, but...

Kain: Okay, that's cool. Well, it's obviously not cool, but I kind of semi-understand it. So, would you be willing just to help me understand how this relates to your confidence.

Laurie: Yeah. It's a lot of second-guessing, I think, would be...second guessing myself and just...not even...they say prepare for the worst outcome and then anything will be better, but I just prepare for everything to blow up in my face, because I always feel like I'm overdue a failure, and there has been failures, I mean, I'm not saying I'm the best at what I do, I do have a way to go by far, but it just...I just...I don't know, it seems...yeah...you know, like karma or whatever, I feel like I've had too good a share as well. I think I expect some sort of rebalancing where someone comes and takes away my earnings or my success or even as minimal as it is. I mean, even now, oh yeah, I'm doing good, but I'm actually not really. It's confidence, I can't really sell myself or...



Kain: Okay, that's fine. I'm wondering, so we understand how this works itself in terms of when you're doing what you do, your career, your profession, how does this work itself out in the context of your relationships?

Laurie: Romantic relationships or family or...

Kain: Either or, both, all that we're really trying to do here is we're seeing if we can establish or identify a theme, because if we understand, if we can recognise a theme or a pattern, then what we're hopefully going to be able to do is establish the starting point of the theme, so if we can establish where it started, then we can then have a look at...revisit that and see if we can shed some new light on where it all began.

Laurie: I guess...I don't really like being the centre of attention or talking about myself, not trying to go back to my job, but a lot of people think it's interesting, say, oh, you make videos, that must be cool. I'll immediately go, no, it's not, it's a lot of paperwork and stuff, and I don't celebrate my birthday or invite people, friends round. I have a lot of good friends, but I hate my birthday because it's all focus on me. I think if people look at me too much, they'll kind of see-through sort of the mask.

Kain: See the imposter.

Laurie: Yeah. When I talk, a lot of people...I think I talk a lot of crap, because I like to talk about things that aren't related to me, like space or whatever.

Kain: Okay, so you like to talk about things that aren't directly related to you. What would happen if you were to talk more about things that are related to you? What would be likely to happen?

Laurie: I think people would start asking questions, maybe I wouldn't have the answers or they'd kind of...they'd think it's a lie or kind of start matching things up or seeing something that's not there, or I might give the wrong impression, for example.

Kain: How about if other people were to start asking questions and you were to be totally honest with them?

Laurie: I am, I always try and be.

Kain: What difference would that make, rather than making things impersonal for yourself, do you know what I mean, so rather than talking about...what did you say, talking about space and the stars, rather say for example...

Laurie: Well, I wouldn't want to come across as boastful, if I came into your house and went...like maybe it's a me thing, but I think I don't like those kind of people, like if we met for a drink and I was like, oh hey Kain, how's it going? Just got a ton of money, everything's going great, and I was like in your face all the time, I would assume you wouldn't really want to...you'd be like, check that guy out, but...

Kain: It seems to me, if I could just offer you a mere observation...

Laurie: Please do.



Kain: ...it seems to me that the what other people think is quite an important factor of your life.

Laurie: Yeah, I guess it is, yeah.

Kain: What was that?

Laurie: I mean, it's something I always try and tell myself, I don't care, but I guess I do, really, I guess I do. Those who are close to me, people I don't know, I don't really care.

Kain: So I'm guessing...let's just say worst case scenario, I'm an imposter.

Laurie: Yeah.

Kain: What would that mean? If I'm an imposter.

Laurie: If you are an imposter?

Kain: Yeah, if I was an imposter right now.

Laurie: Well, you're a liar, and I don't like liars. I would try and...I wouldn't try and harm you, but I would distance myself from you, I'd discount everything you'd said in the past, I'd make not only effort to avoid you, but to...yeah, make an effort to avoid you and to...I'd pretend you didn't exist anymore. I'd be very resentful.

Kain: Very resentful, kind of as if I'd tried to pull the wool over your eyes.

Laurie: Yeah, I'd feel betrayed, yeah, I really would.

Kain: Okay, so I'm guessing that that's the reason why you wouldn't want other people to see you as an imposter.

Laurie: Yeah.

Kain: So I can only imagine that this imposter syndrome, that concern, if that's how you'd see me, if I was an imposter, and if that's how other people were to potentially see you, they would find out that you were an imposter, then how does this imposter syndrome work hand in hand with anxiety? I can only imagine that would be a real concern, I would be petrified, if I was walking around thinking, oh my goodness, if people are thinking that of me, I would be horrified.

Laurie: I do as well, I assume...

Kain: Is that what it's like?

Laurie: A lot of the time when I'll tell people stuff, I assume that they believe I'm lying to them.

Kain: Okay, alright. How would you know that they are lying?

Laurie: I don't know. There's no way to tell, really. Well, you have systems, but then I just assume I could be wrong.



Kain: You could be wrong.

Laurie: I could be wrong, yeah. Sometimes I think I know, but I'm always second-guessing myself in that.

Kain: Okay, so we're not 100 percent certain.

Laurie: No.

Kain: I'm wondering, so we don't want other people to think that we're imposters, we don't, so I'm wondering what it is that we need to do, or how is it that we would need to be in order to mitigate that risk?

Laurie: To be genuine, yes?

Kain: I would say so. What would be being genuine look like for you?

Laurie: To be truthful, kind of understand yourself, I guess, to know what you're about or just truthful, really, to not say what you'd feel, say how you feel, say what you think, yeah.

Kain: What's the difference between saying what you think and saying how you feel?

Laurie: Is there a difference? Well, saying how you feels seems more personal. Maybe it's a male thing or a me thing, but I don't really talk about my feelings too much. I'll give you an hour of opinions if you want, but feelings, I kind of keep those to myself, I guess.

Kain: It's just interesting you say this. I guess it's probably easier for us as guys to tell people what we think, to share our point of view, our opinion, but talking about how we feel...

Laurie: No, it really...my partner, I'm very close with, my partner, I do feel like I can share everything with, definitely, but even with that, I feel like I'm not giving enough.

Kain: You're not giving enough with your partner.

Laurie: Giving enough information or...I guess, and yeah.

Kain: What sort of information? Information about what you think or about how you feel?

Laurie: Kind of how I feel, sort of my weaknesses, I guess.

Kain: Your vulnerabilities.

Laurie: Yeah.

Kain: Interesting. What would you say...do you love your partner?

Laurie: Yeah.

Kain: You love her, that's good. Just a hunch, so you love her, what is it that you love the most about her, not in terms of what she does or her appearance or anything like that, in terms of who she is and what you can trust her for, what do you



love the most about her?

Laurie: There's so many things. Kind of...it's hard to...just being around her feels great, we kind of work well together. She's a very genuine person, she'll give you her opinions and stuff, I respect that a lot, and it's kind of a...I like to sort of protect her, I guess, like I like kind of being nice to her and...

Kain: Protect her.

Laurie: Yeah, so I think that's maybe why I don't like to show her my weaknesses, because then maybe in my head it kind of maybe makes her vulnerable, which I wouldn't want.

Kain: What's the difference between being the protector in the relationship and being an imposter?

Laurie: The imposter wouldn't...that would imply that you're lying about sort of protection, that really you're vulnerable, both of you, I guess.

Kain: Okay, so the protector, how reliable is he?

Laurie: Always reliable.

Kain: Always reliable. What for?

Laurie: Stability, warmth, gathering resources, what's the protector reliable for?

Kain: Yeah, I mean, if you think about...if I was to think about, say, the people that I have in my life that I trust the most, I would find it very, very difficult to trust someone who didn't show me their vulnerabilities, because it's one thing buying into someone for their strengths, but it's something else also buying into someone because of their vulnerabilities, it's kind of buying into a person for warts and all. I'm guessing this gives us opportunity to make wise decisions about the people that we share our lives with. I mean, I'm guessing that if you're...say for example you get married someday, you're going to want to know the weaknesses of your future wife as well as her strengths, strengths and weaknesses. Obviously the trust is going to be built a lot on this. So what's your thoughts, the difference between the protector and the imposter, what is it then that the protector would be demonstrating that the imposter isn't demonstrating?

Laurie: Genuineness or steadfastness or...

Kain: Let's go with that, I love that word, steadfastness. Steadfastness, that for me just represents sturdy, solid, consistent, strong. You're nodding your head.

Laurie: Yeah, yeah, that's what I was going for.

Kain: Yeah, that's kind of what we're going for here. Okay, so consistent, sturdy, unshakeable, grounded, unmoveable. What part would exposing our vulnerabilities, our weaknesses play in steadfastness? Or what part might it play? Let's just say...

Laurie: Opportunity to improve or...



Kain: For you, personally. There's no right or wrong answers here, by the way.

Laurie: Okay, so what part do my weaknesses play in my strongness or steadfastness?

Kain: Yeah, so you being seen as steadfast, for me...so if you had to choose one, right, let's just say that your partner was to buy into one trait of Laurie, one trait that really sealed the deal for her, she either buys into protector, which would kind of, if she's protected that would kind of put her down a little bit, wouldn't it, or would she perhaps be more inclined to go for steadfastness.

Laurie: Steadfastness.

Kain: So steadfastness is better than protector.

Laurie: Mm-hmm.

Kain: Fantastic, okay, well, that's good, that really is good. I'm guessing all you really want to do is just understand what it is that it means and see if there's some words that we can use that are better than other words we're using. So steadfastness, what makes a person steadfast, in your eyes? Say for example, look at one person that you really trust, if you had one person you've known at some point in the past who was steadfast, an example, like a role model for you, any of your relationships, personal, professional?

Laurie: Both of my parents, I guess.

Kain: Both of your parents. What was it that made them steadfast in your eyes?

Laurie: They've been consistently good people. We've always had a good relationship. I think I really appreciate they've both worked really hard so me and my sister could have a great upbringing. It's kind of just repeatedly being there, just always being good people. Not saying if they were weak, then obviously I would try and help, but I've never had to, I've always been able to rely on them, they've just always came through.

Kain: Were they protectors?

Laurie: Yeah, I guess.

Kain: Okay, so what made them more steadfast than protectors or providers?

Laurie: I don't know.

Kain: If it had to be something.

Laurie: Caring?

Kain: Caring, so we're actually looking more now about who they actually were for you rather than what they'd done for you. I'm guessing if I was looking at a steadfast person, I'd be looking at who a person's actually been for me rather than what they do and what they give and what they share and provide. So how else would you define steadfast? What else would you be wanting to see consistently?



Laurie: I guess caring...

Kain: How would you know that someone's caring?

Laurie: They'll listen, they're genuine, they'll listen is a big one, they'll kind of try and help, try and understand.

Kain: By that you mean don't make assumptions about you.

Laurie: I guess, yeah.

Kain: Not arrive at the wrong...

Laurie: They'll try...yeah, they'll figure you out, they'll not just typecast you.

Kain: Interested in understanding you rather than just cutting you off and...

Laurie: Oh yeah, definitely.

Kain: Okay. What else?

Laurie: Genuine.

Kain: In what way? Genuine's quite a broad term.

Laurie: Yeah. Say what they think, truthful, being honest, yeah.

Kain: What specifically about?

Laurie: Their feelings?

Kain: Their feelings.

Laurie: How something makes them feel.

Kain: So a steadfast person would be honest about their feelings.

Laurie: Yeah.

Kain: You just looked up.

Laurie: I was just checking.

Kain: Just checking, that's alright, okay. I'm wondering then how this steadfast person and this person's degree of steadfastness would compare to your steadfastness right now.

Laurie: It would be better.

Kain: Different?

Laurie: Different, yeah.



Kain: Different, okay. So imposter syndrome, are imposters steadfast?

Laurie: No.

Kain: Do you think imposters want to be imposters?

Laurie: I don't, no.

Kain: You don't. Right, so I feel like an imposter as well sometimes, I'm still working things out, do you think imposters feel like they should have it all together?

Laurie: I don't know, I think some people would lie to get stuff. I think people would be an imposter if it served their benefits.

Kain: Some people or all people?

Laurie: If they needed to be, I guess, everyone will lie, but...

Kain: Would you?

Laurie: It would have to be a very...

Kain: Would you?

Laurie: Honestly no, I'd never lie for an upgrade. I mean, you could say a million pounds, we could get silly, but honestly, no.

Kain: So it seems to me that integrity's a big thing for you.

Laurie: 100 percent.

Kain: Integrity and steadfast go hand in hand.

Laurie: 100 percent, yeah.

Kain: So it would be possible to assume that other people also want to be more steadfast in life as well.

Laurie: I think everyone does, yeah.

Kain: You think everyone does. I'd say so, it's kind of like we're all on this journey of life together, we're all just doing the best with what we have. I reckon we're all imposters on some level, we're all working things out. We all want to be better than how we are, we all want to be more effective than how we're being, we want to be better in the relationships. Okay. So if we were to establish a goal, look at your life right now, this presenting problem that you've carried for quite a number of years, being the...or worrying or feeling like this imposter, if there was a couple of changes that you could start making right away that would actually...might not even necessarily help you to feel less like an imposter, but would actually allow for other people to see more steadfastness in you, what would those changes be?

Laurie: So what could I do?



Kain: Not even necessarily what could you do, it might be who you could become more of, because that wouldn't require any effort, that's the best thing about becoming more, being better.

Laurie: I could share my feelings more or become more genuine, I'm not quite sure.

Kain: Okay, so I would say that because there's no right or wrong answers here, I don't know, I honestly don't know, I don't know the areas in which you're affected the most by imposter syndrome, so let's look at one area of your life, one specific area, so we're not going to look at the broad imposter syndrome anymore, let's look at one area of your life where this really comes alive for you, so we can apply it to one specific area, because if we can look and identify changes we can start making in one specific area that would potentially bring about improvements, then it might be the case, over the next few weeks, we can start rolling the same principles out into other areas, you see? Change doesn't have to be dramatic, it can just be something one step at a time. How do you eat an elephant?

Laurie: One piece at a time.

Kain: One bite at a time, that's it, totally. Okay, so give me now a specific example of times where...or a time where imposter syndrome is real for you. This could be...go for the most recent time.

Laurie: Most recent time...I guess...I don't know, I mean, the last piece of work I handed into a client, they were happy with it, I kind of thought they were like just trying to make me feel better, like I didn't feel like I really deserved their praise, really.

Kain: What did they say?

Laurie: No, they were...I was just right up to the wire when I handed it in, I was thinking, I'm going to have to work on this again next week, and I was just...an email saying love it, going up on the site immediately.

Kain: So they were putting it up on their website immediately.

Laurie: Yeah.

Kain: Alright, say you had a website, would you put a video up on your website that someone else had made that was no good?

Laurie: Not if I was a business owner, no. You should see some of these websites though, playing around, but no, I guess not. I guess they wouldn't have, and I guess if they really did want more, they would have told me to do more, I guess.

Kain: Or would have asked you to make some changes.

Laurie: Yeah, or not paid me.

Kain: Or not paid you or something like that, okay. So imposter syndrome came alive in there. I'm wondering how it was that you could have been different in that situation.



Laurie: How I could have been different?

Kain: Yeah, how could you have been different in that situation?

Laurie: How I could have reacted differently or what I could have done differently?

Kain: Responded, reacted, related to those people, asked for more information, asked for more feedback, specific feedback, how is it that you could have been or what steps could you have taken to get the specific details, because I guess being an imposter, that's a big term. What we could say is...what I could say is, I'm an imposter, I've got imposter syndrome in all areas of my life, or I could say, sometimes I feel like a bit of an imposter when I'm conducting myself in a professional context. Why? Because I'm still learning, I'm still improving, every day's a school day, none of know everything, so some people might say, Kain, you're an imposter, and some people might say, well, yes, I am an imposter to some degree, but I'm an imposter doing his best, whereas my marriage for example, am I an imposter in my marriage? No, I'm a steadfast husband in my marriage. I've invested a lot of time, a lot of work in that one, that's one area of my life that I've become consistent in. My profession, my career is still an ongoing work in progress, as is my marriage, but what I'm saying is, in some areas of my life I feel like more of an imposter than what I do in others, so it's sometimes good just being able to pinpoint and start being a bit more specific. Rather than the big general overriding term, we get the imposter hat on, we might just say, okay, let's remove the hat and let's just now focus on the specific areas, rather than in general, you know like sometimes we can say... we can go to a restaurant and get a bad meal, perhaps the chef is having an off day or something like that, and what happens? What do we do as human beings? That's a terrible restaurant, not going back there, but in truth, the chef just had the flu, he had an off day, something like that, it was one bad meal, but every other person in the restaurant that day, they had fantastic meals.

Laurie: I mean, I generally do sort of seem to afford other people that courtesy. I do afford other people the benefit of the doubt, but I guess I just can't do it...

Kain: So you give other people...you're alright at giving other people grace.

Laurie: Yeah, I'll eat food with hairs in it, like I'm...

Kain: You'll eat food with hairs in it.

Laurie: Yeah, it happens.

Kain: How much grace are you extending me right now?

Laurie: You?

Kain: Yeah, bearing in mind, I probably feel as much of an imposter sitting here as what you do when you're doing your stuff.

Laurie: Yeah, well, I give you all of the grace in the world, I guess, but I mean, I always assume you know what you're doing.

Kain: That's it, in the same way that your guys probably assume that you know what you're doing, and here's the thing, do you actually know what you're doing?



Laurie: Yeah, I guess.

Kain: So what's the difference between a steadfast labourer who knows what he's doing and a deceitful imposter who's trying to pull the wool over a person's eyes?

Laurie: The finished product?

Kain: End result?

Laurie: End result.

Kain: The finished product, I'd say it's the same sort of thing.

Laurie: Yeah.

Kain: Okay. What's the difference between how we feel and what's true?

Laurie: How we feel is subjective, truth is definite.

Kain: How definite?

Laurie: The truth? Entirely definite?

Kain: Is that a question or a statement?

Laurie: Entirely definite, 100 percent, I was thinking of how to phrase it. Truth is in fact is the truth.

Kain: The truth's the truth, alright, it is what it is. Okay, cool. So all I really want to do here, I just want to understand your frame of reference, I want to understand how it is that you're looking at the world, because I know how I look at the world, but I'm now just starting to see glimpses of how it is that you see the world. So do you think it would be possible for us maybe over the next few weeks to see if we could start establishing some truths.

Laurie: Sure, I'd love to, yeah.

Kain: Some facts, perhaps about the areas in your life that you're actually being an imposter in.

Laurie: Yeah, yeah.

Kain: Because I'm guessing that unless you are actually being one of those untrustworthy, insincere, deceitful imposters, then how you feel is irrelevant.

Laurie: Yeah.

Kain: You just smirked, what did that mean?

Laurie: It's...I've never kind of thought of doing that or going through it that way.

Kain: Is that because that's just true?



Laurie: I guess so, yeah.

Kain: Okay, so we're going to see if we can begin to separate fact from feelings. It seems to me...now, I don't know, we're going to explore this, we'll have some more conversations about this just to make sure that we're getting things accurate here, but it seems to me – and please feel free to add and contribute to what I'm saying here to help us expand it, I'm 100 percent for you here – that perhaps up until now you might struggle to separate facts from feelings, to distinguish the difference between the two. I noticed just when I said that before, the eyes went, ah, kind of like a mini sort of aha, never thought about that before, something like that, and I'm just wondering how many areas in your life you've been affected by this over the years, because I'm guessing that we don't get taught this stuff in school. We don't, we get taught education, we get taught video production, we get taught professions and skills and crafts, but we don't get taught to live life really effectively. We don't get taught how to work out and make sense of ourselves sometimes.

Laurie: No.

Kain: Cool. So I'm just trying to work out what a really good goal could be for us, because what we have, what it seems is that you do struggle with low confidence in some areas of your life, and because of this impeding, imposing imposter syndrome that seems to get the better of you every now and again, you end up second-guessing yourself.

Laurie: Yeah. It kind of makes me seem more like an imposter as well, like because I never really...because I'm sort of scared, I guess, of being found out as an imposter, which I don't think I am. I'll be very vague, I'll never say yes or no, really, I guess, I kind of run people round in circles, which is bad.

Kain: In what area, let's get really specific here.

Laurie: Meeting new people.

Kain: Give me an example, a recent example.

Laurie: I can't think of one to hand. Kind of what I said earlier when folk say, what do you do.

Kain: Who specifically? Let's go for real examples rather than hypothetical, we need to apply this stuff to real life experiences, otherwise it's just a hypothetical conversation. Just pressing you a little bit here.

Laurie: Yeah, no, no.

Kain: Do you see why we're doing this?

Laurie: Yeah, yeah. I mean, I guess I met someone last week who was interested in doing some work, interested in me doing some work for him which could potentially be great for both parties, so I showed him what I was doing and he went, that's really great. I went, oh no, it isn't.

Kain: He said...

Laurie: He said, that's good, he's like, oh, that's cool. I went no, I just immediately



started saying, no, it's not, and I said what was wrong with all my stuff. I don't know why I did that.

Kain: Okay, that's interesting. So that is interesting.

Laurie: So I guess I kind of told him that I was an imposter.

Kain: You told him you're an imposter.

Laurie: Yeah, yeah.

Kain: That's it, so it seems to me that you seem to think that you're in imposter more than anyone else most likely does.

Laurie: Yeah, I guess. I think it's like a sort of self-defence thing, no-one can tear me down if I'm already down or whatever, like no-one will...if you never thought I was a genuine good person, I'm not going to disappoint them, you'll never be wrong.

Kain: I wonder why being down is such an important goal.

Laurie: I know, it's not got me anywhere good.

Kain: Why would it be such an important goal for you?

Laurie: Safety, maybe? I don't know.

Kain: For what purpose?

Laurie: So there can be no...there's no failure if you haven't achieved, or if people don't have high expectations of you, yeah, you can't disappoint them, yeah.

Kain: I'm wondering, if we were to really pinpoint and start getting really specific now, if we were to pinpoint what your main fear is, if we were to give the main fear a different term, let's just lost imposter now.

Laurie: Okay.

Kain: Let's just lose imposter, let's just cut that out for now, if a person was to see you in a certain light, you being just authentic, just you, be it in a personal context, in a professional context, and you were just to be yourself, being yourself, doing your best, being your genuine creative self, and someone was to judge you for this, what's the worst outcome, what's your greatest fear?

Laurie: Bad judgement.

Kain: That would result in...

Laurie: In a professional context it could result in loss of work, I guess, but more...I mean, yeah, I guess I don't really kind of fear that at the moment because everything's going well, but I mean, I guess embarrassment, I guess.



Kain: As a result of, I'm just wondering what the deepest root fear...if I just tell you an analogy, to give you an analogy, I remember a number of years ago, I think I was working over in Saudi Arabia, and they have these little black wasps over there. Now, I got stung on the arm by this black wasp, and see initially I didn't feel it, it just went numb right away, and I had this old friend, a guy from Newcastle called Geordie, and me and him were kind of best of friends back at the time. We used to have this thing for inflicting pain upon each other. Well, he noticed that my arm was swelling up before I did. Guess what he did?

Laurie: Punched it.

Kain: Slapped it. Do you know what happened next? My automatic response?

Laurie: Hit him back.

Kain: That was it, totally. So I lashed out. Now, do you know what the ironic thing was? I reacted worse towards Geordie who'd touched the skin than what I did towards the bee that initially stung me. Isn't that ironic?

Laurie: Yeah.

Kain: How would you relate to that?

Laurie: How would I relate to that? I kind of fear others more than I fear the event, or I fear others' reaction?

Kain: That is interesting, and that's the thing that's definitely going to be worth exploring. It seems to me that you might in some instances fear the reaction of other people towards you than the certain specific events, situations, whether you're good enough or not. It's not so much the work that you do or any of these things, it's how people react or respond towards you.

Laurie: I guess it is a lot of the time, yeah.

Kain: What in your eyes would be the worst way, if there was one word, something that someone could do to you, or a way that someone could react or respond towards you that would be the worst possible outcome, that would just be absolutely soul-crushing? What would the worst possible scenario be?

Laurie: Disown, I guess.

Kain: Disown.

Laurie: So someone who I cared for to leave or say they had enough, I guess.

Kain: That would be soul crushing.

Laurie: More...yeah. I mean, I'm not perfect by any stretch of the imagination, so if I'd honestly done something wrong, I think I would be fine with it, I really would, but I think it's more hurting other people is my fear.

Kain: Let's just focus on you, if we just stay here for a few moments if that's alright.



Laurie: 100 percent.

Kain: Do you remember earlier on when the bubble burst, what's the bubble bursts, how does that relate to disowned? Disowned, bubble bursts, what does...

Laurie: It all ends, I'm on my own, I lose everyone, I lose everything, I assume.

Kain: You lose everything or everyone?

Laurie: Everyone.

Kain: What's more important, everything or everyone?

Laurie: Everyone.

Kain: Everyone is more important than everything, so people more important than processes.

Laurie: Yeah.

Kain: Okay. So what would...I'm just trying to wonder, I'm just trying to get crystal clear on what if you were to have a main fear, one main fear that kind of underpins everything else, it's a fear of...

Laurie: Disappointment.

Kain: Disappointment that would stem as a result of...

Laurie: Lying, getting people's hopes up.

Kain: So if you'd be disappointed which would be the result of something, something must have happened first and foremost, so what would the event be, the event that you'd have to experience from another person to then leave you feeling this disappointment?

Laurie: Would it be rejection or...

Kain: Is it rejection?

Laurie: Sorry, so what would lead to disappointment? Finding out...

Kain: The honest answer, just the honest answer, not the head answer, just the honest answer.

Laurie: Okay. People would be disappointed in me if they found out I was lying or if I was...

Kain: Okay, so the worst case scenario if all that happens, all that was to happen, what would the worst possible end result be?

Laurie: Losing people.

Kain: As a result of?



Laurie: Disappointment.

Kain: Them being disappointed and perhaps therefore them going to...

Laurie: Leave.

Kain: Leave?

Laurie: Mm-hmm.

Kain: And if they're leaving you, that means that they're...

Laurie: Hurt, I've hurt them.

Kain: What are they doing to you?

Laurie: Abandon, rejecting.

Kain: Rejecting. Is that the truth?

Laurie: Yeah.

Kain: So what's your relationship like with rejection?

Laurie: Not great, I guess, not really.

Kain: It's not great. Laurie, you've just been totally honest with me. I think that we might have just established the root of the main concerns that you have. Have a think about it, the whole imposter syndrome. Of course that's a concern, you feel like an imposter, we don't want anyone to see us as imposters because if they see us as imposters they're going to consider us being not particularly steadfast or authentic, dishonest, unreliable, insincere, all these sorts of things. You don't strike me as the kind of man who wants to be these things.

Laurie: No.

Kain: You don't strike me as the man who needs to be rejected by anyone, so is this fear of getting caught out actually possibly a fear of rejection in disguise?

Laurie: Yeah, but I think the big thing is hurting people.

Kain: Let's just not think about it.

Laurie: Okay.

Kain: I reckon now the best thing we could do is spend the next few days or the week just considering this, this one idea, not thinking about it, just establishing whether it's true or not, because if it's true, if this is potentially a fear of rejection, the main underlying issue in your life, then this can be the bee sting that might end up leading you towards...

Laurie: Breakthrough.



Kain: It seems to me, you think about that guy, the guy said, oh, your work's great, what did you say? No, it's not, no, it's not, because you don't want to be an imposter, so I don't know, but what it appears to me is that sometimes you might attempt to do your best to push other people away, because if you can push other people away, that's going to potentially prevent them from ever rejecting you.

Laurie: Yeah.

Kain: What's the likelihood, on a scale of one to ten, that there's any truth in that?

Laurie: Nine, eight.

Kain: Quite high.

Laurie: Very high, yeah, very high.

Kain: Okay, that's cool. So let's...would it be okay for us to sit with this for around about a week, and then next week we could perhaps get together again and have a discussion just to explore where it is that this fear of rejection came from. I can only imagine that you have come to learn that rejection's foe, not friend, because you've experienced it a few times in the past. I'm guessing that we'd only know that something's not good if it's hurt us. I only know that black stings are not good because I got stung by one, it was only when Geordie slapped my arm that I found out just how bad that bee sting was. So would that be okay?

Laurie: Yeah, I'd be happy to, yeah, definitely.

Kain: Are you okay to go with this?

Laurie: 100 percent, yeah.

Kain: Alright. Thank you very much for being honest, I appreciate that discussions like this are very, very different from just telling guys, talking about what we think and our feelings and worldviews, very different, isn't it?

Laurie: It is, yeah.

Kain: So if it's okay to end this discussion now, I'd just like to thank Laurie very, very much for his honesty. As you were following along at home, that was a bit of a journey that we went on. Laurie, have you ever experienced a discussion or a conversation of this nature before?

Laurie: No.

Kain: How did you find it?

Laurie: Yeah, it was good, it was good, a lot of questioning, a lot of things I'd never...a lot of ways of looking at stuff I'd never really looked at before. Yeah, it was certainly a journey.

Kain: Certainly a journey. Did you feel like at any point I was judging you, I was making any assumptions off you?

Laurie: No.



Kain: If you could summarise in a few words what this experience had been like for you?

Laurie: Different, eye-opening. I think it's been a journey, would be the biggest one, probably.

Kain: A journey, cool. What we'll do is we'll ask Laurie again this time next week, and what we'll also do at the start of the next session is we'll ask Laurie just to perhaps spend a few moments just reflecting, if he's happy to, any aha moments or any new perspectives that he's picked up just through this exploration session.

END OF SESSION 01



START OF SESSION 02

Kain: So one of the words that you noted earlier on, you mentioned earlier on, Laurie, was deflection, and that was brushing off the truth. How was that for you?

Laurie: How was it deflecting?

Kain: Yeah, in terms of...you mentioned you felt like you were deflecting the truth, so if I was asking questions, you perhaps talked more about something very general, or you'd talk about what you think or what your opinion is, rather than just being honest.

Laurie: Yeah, I do, I notice that, I say, I guess you're right or I think you're right, or I think it's more this, a case of this. Certainly I do subconsciously, I don't...because I think I deflect, looking back I was like, oh, you just deflected or you just ran round in circles. At the time I didn't really feel like, I was like...I felt that I genuinely was kind of looking for more sort of clarification, but then on reflection it's deflection.

Kain: On reflection it's deflection, fantastic. We could maybe use that just to start the day's session, if that's alright with you.

Laurie: Yeah, yeah.

Kain: What I would like just to explore, just maybe for five minutes and see where it goes, is a small number of times in last week's session where I perhaps asked a question and you maybe thought about it for a few moments before answering one of the questions that I'd asked you with a question. You know where I said, so Laurie, what's this like for you, and you said, oh, is it rejection, is that the right answer? You know what I mean, something like that. I'm just wondering what it is that you would potentially need from me, you know when you ask me questions like that, what it was that you perhaps thought you needed.

Laurie: Reassurance in a sort of...am I getting this right way, or is this what you're looking for, I think.

Kain: Okay, and I think that's a really good starting point. Let's just say we were to relate this discussion that we're having right now, our relationship, and I know there's not really any similarities, but the relationship you have with your partner. How often, if you were having a discussion with your partner, say, would you try to get the right answer for her if she asked you a question, rather than being honest.

Laurie: Like what she wants to hear?

Kain: Yeah. How often would you do that?

Laurie: Versus the truth?

Kain: Yeah, just telling the truth.

Laurie: Honestly not really.

Kain: You wouldn't do that.



Laurie: No. She's someone I'm always truthful with, I can always be truthful with. Yeah, it's a different kind of relationship than most, I think that's why I love her really, like most people I assume are trying to trick me or trying to judge me.

Kain: Or trying to find that imposter.

Laurie: I guess so, they're trying to get behind the mask, but she's seen it all, there's not much to hide, really.

Kain: That's fascinating. What we kind of uncovered towards the end of the last session was this reason. Remember we talked about the story of the black wasps and all that sort of thing, and sometimes we end up reacting more towards those people who slap or touch the bees than the bees that originally stung us. Towards the back end of the last session we uncovered this relationship that you have with rejection.

Laurie: We did.

Kain: Yeah. I'm just wondering if we could just explore this.

Laurie: Yeah, go for it.

Kain: Well, I guess a great starting point would be your relationship with rejection, how do you relate?

Laurie: So I think most people fear rejection, I don't think that's a wrong thing.

Kain: Could I ask how you relate, not other people, it doesn't matter what other people do, just asking how you...so it's just about you being honest, it doesn't matter about what you think, just what's true.

Laurie: Okay. I don't want to be rejected by those I like or love.

Kain: Is that the truth?

Laurie: It is true.

Kain: That's true.

Laurie: Yeah.

Kain: Why?

Laurie: Why don't I want to be rejected by those I like...because I treasure those relationships, I don't want them to end.

Kain: What would happen if you were rejected?

Laurie: It would be over with them, the good times would no longer come, it would be a change to self, it would just be me, I guess.

Kain: Just be you.



Laurie: Yeah.

Kain: So if that's the case, if it would just be you, what would be left?

Laurie: I'd be alone.

Kain: You'd be alone.

Laurie: Yeah, but it's not so much that, really, like I'm quite happy alone, it's more hurting people, it's more loss, really, loss of something special.

Kain: How is it you know that losing something special is a bad thing? How do you know?

Laurie: I don't, I guess. I haven't really lost before, so I guess it's a fear of the unknown. I haven't really fallen out with many people or...I've had relationships that have ended and I was sad at the time, but then...

Kain: So you have had some loss then.

Laurie: Oh yeah, but I mean, like when you get to that stage you're...in my personal experience, kind of happy it's over. Maybe that's just me.

Kain: So I'm just wondering where you learned that rejection was a bad thing, because I'm guessing if people were to see you as an imposter, worst case scenario is that they reject you, that's the worst thing they can do. They might say some things, but then they reject you. Once they've rejected you, they're not going to say anymore things to you, so rejection is kind of the end of the line, that's like the worst possible outcome, so I'm just wondering where it was that you learned that rejection was a bad thing. For example, I learned that rejection was a really bad thing, I can remember being raised in Dundee in Scotland, and you know what it's like to live in Scotland.

Laurie: All too well.

Kain: Right. What is it you need to be good at when you're in school in Scotland?

Laurie: Reading, writing.

Kain: Reading, writing. In terms of sports?

Laurie: Football.

Kain: Football, that's it, right. If you're not good at football, how are you seen by all the rest of the kids?

Laurie: Not very highly thought of.

Kain: Not very highly thought of.

Laurie: Yeah, you're an outsider, definitely.

Kain: You're an outsider, and outsiders get rejected, don't they?



Laurie: Yeah. Discredited I think more.

Kain: Discredited, rejected, slandered, all of the above, based on what school you go to. So guess who sucked at football going up?

Laurie: Me, but yourself as well.

Kain: Yeah, so that's one thing we do have in common.

Laurie: Yeah, we do have that in common.

Kain: So we've got that one thing in common, fantastic, so we've got this one commonality, I sucked at football, two left feet. You know why?

Laurie: Balance issues?

Kain: No, not really, I just never had any practice, just that was it, when I was growing up, for example, my dad would sleep most weekends, so I would get dragged round the shops with my mum and sister, so when the other boys were playing football with their dads or their friends or whatever, I was getting dragged round the shops, so that was it.

Laurie: Are you good at shopping?

Kain: I'm very good at shopping, very, very good at shopping. But let's not make this about me. All I really want to do here is just kind of show that...

Laurie: So I guess...I mean, I think if we're looking at rejection in the broader term, I think a big thing for me is I'm really dyslexic, like hopelessly. I call myself borderline illiterate.

Kain: Borderline illiterate.

Laurie: It's a term I made up, so yeah, I really struggle with reading and writing to the point that I won't read...I won't write anything unless it's necessary. Obviously the advent of computers and stuff has made it a lot easier, because I can just copy and paste everything, because yeah, when I was in school, obviously in the Scottish schools system, it's all your Biff, Chip and Kipper and all that stuff, and it's all very...workbooks that everyone fills out, and it's all the same, we all do it, but I guess everyone could do that, and I couldn't. I honestly couldn't read 'til like S1 and 2.

Kain: So how old was that, that was about 11 or 12.

Laurie: I don't remember, yeah, well...

Kain: 11 or 12, okay.

Laurie: But like to the point that even as a child I was like, wow, you should really be able to read. And yeah, that comes with a lot of...it's not so much what people would say to you, because I quite quickly learned that I was quite big at that time, so I could...say what you like.

Kain: You handled yourself.



Laurie: Exactly, but it's just when everyone's like growing and developing and it's cool to read, when everyone else was getting it and I couldn't get it, I would try and it would just make me more sad, and I've always kind of felt like that a wee bit. I mean, I can't...I'm just bad at it, but I guess that would be my rejection, that I couldn't get this, and you know when you're young as well, like school is your life, pretty much. You have mates and that, but you have to go to that building for eight hours a day or whatever.

Kain: That's it, and if you're...

Laurie: There's no escape, and if you stop, they shout at you. If you're bad at it, you're just constantly failing, it just seems like it's never going to end. I left school when I was 16, first chance I got.

Kain: So that was around about ten years ago.

Laurie: Yeah.

Kain: If there was a lesson, something that you learned in school, and I'm not talking about educational curriculum here, I'm talking about something that you might have learned about yourself throughout this time, throughout these experiences. Okay, so the not being good at football thing, that's something we can definitely relate to, we've definitely got that in common, but the struggling with reading and writing, I'm guessing that would have made you slightly different from many others.

Laurie: Yeah, yeah.

Kain: What lesson do you think you might have learned on some level, even if it wasn't really on a thinking level, if you had to have learned something about yourself?

Laurie: In reflection?

Kain: Yeah.

Laurie: Two things, I guess, that I can endure, because I mean, don't get me wrong, I'm sure bullying and stuff like that, I never had an issue with that, but people have horrible experiences in school, but I hated it every day, and I did it for like 12 years, 16 years, I don't really think about it much now, but however long you're at school, I was pretty miserable all the time.

Kain: You were pretty miserable.

Laurie: But I got through it, but then I guess looking back, I learned that it didn't really matter that I couldn't do all the silly school things, that I couldn't read whatever it is, Biff, Chip and Kipper, because now I can do other things.

Kain: I wonder, how many years you've been aware of the time you spent justifying yourself? Have you ever been aware, have you ever noticed how it is that you sometimes spend a bit of time justifying yourself, explaining yourself?

Laurie: Yeah, I do, I really do that, yeah.

Kain: I'm just...



Laurie: No, it's been called up before.

Kain: It's just literally an observation. I did become aware of it last week, now I'm aware of it this week and I'm just really interested. One thing I'm absolutely fascinated by is how sometimes, if I ask you a question, and you respond to the question with a justification, which isn't really an answer.

Laurie: I know, I know.

Kain: So I'm just wondering what purpose justifying yourself plays in your life, what role does it play? What does justifying do, or explaining away, what do these things do, how do they serve you?

Laurie: It is a sort of like a handicap, I guess, it's like, here's what I say, but by the way, I say this because I'm a big weirdo. I guess it's my way of...I guess what I'm trying to do is...not justify myself, but...

Kain: For what purpose? If there had to be a purpose for this, a real reason, and it's mostly likely a really good reason.

Laurie: To make you more comfortable, perhaps? To seem...not more relatable, to be accepted, I guess.

Kain: And I'm guessing that being accepted is probably the opposite of being rejected.

Laurie: True.

Kain: So that actually makes a lot of sense to me. I'm guessing, I can very much relate, especially, I think it was in the latter years of my school life, the time that I would spend justifying myself. Do you know what I'd done? I even joined the army as an expression of justifying myself. Why? Because I was really skinny, I had chicken legs, couldn't play football to save myself, like yourself, I had some similar problems, struggles, reading and retaining information through reading written text, so I knew that I wasn't the same as other people, so when it came to it, I had two options. I stay on at school and do Advanceds, the same as most other people, or I go and get a job. Well, because I didn't do particularly well in my exams, I didn't want to spend the rest of my life stacking shelves or anything like that, so I decided to join the army, and that was it. And joining the army for me ticked so many boxes, because...

Laurie: This is what I do.

Kain: Because it allowed me to give myself...

Laurie: You may have heard of the army.

Kain: You may have heard of the army, this is what I'm now part of, and you know what the army also gave me?

Laurie: Purpose?

Kain: It gave me purpose, more important than purpose?



Laurie: Identity.

Kain: More important than identity?

Laurie: An excuse? No?

Kain: Acceptance. It was okay for me to be totally different. It was okay for me not to be the smartest kid, it was okay for me not to be able to play football, because I could run, I could play tennis and badminton, other sports, so it didn't just have to be one sport, so that's what the army gave me. Pretty desperate attempt of getting acceptance in life, wouldn't you say?

Laurie: Yeah, I guess so, yeah.

Kain: So that's my story. What have you done over the years in order to get acceptance? It's sometimes about focusing on what we've not done, because if you think about it, we're either in life, we're going to be motivated by one of two things. We're going to be running towards what we want, or we're going to be trying to run away from what we don't want, and if we don't want to be rejected if we're running away or trying to stay away from not being rejected, then we're going to behave or conduct ourselves in a very different way than what we would if we were working towards a goal that we actually wanted, because I'm guessing that you don't want to be rejected.

Laurie: No.

Kain: I'm guessing that if we were to define this goal, this positive intention, what might this be? If it's what you actually do want, not what you don't want, what you actually do want.

Laurie: Well, I think it is acceptance, but I think it's...

Kain: Let's go with that.

Laurie: I think it's more acceptance of myself.

Kain: Let's go with that, let's not think about it.

Laurie: Okay, acceptance.

Kain: Just a mere observation, you're intellectualising this.

Laurie: I guess I am, I'm thinking too much.

Kain: You're thinking too much.

Laurie: A little bit.

Kain: Let's just be totally honest with this, because it's the truth that will set you free, my friend. So let's just go with the first word that came to mind, acceptance. I understand that, makes perfect sense to me. Does this make perfect sense to you?

Laurie: Yeah.



Kain: Even if we can't explain it for now. We don't need to justify it, it just is what it is.

Laurie: I'll go with it.

Kain: Okay, so do you accept me, am I alright?

Laurie: Yeah.

Kain: Are you sure?

Laurie: Yeah, you're pretty cool.

Kain: I'm pretty cool?

Laurie: Yeah, yeah.

Kain: Well, from a man who's around about 12 years younger than me, that's fantastic, I shall take that on, I will definitely accept that. What is it that makes me pretty cool?

Laurie: From what I know of you, you seem happy in your own skin, you seem to know what you're all about, or you seem driven. I think you seem comfortable in all your situations.

Kain: Comfortable in all situations. See acceptance for you, if you were to be choosing more people to accept and include in your life, what attributes would you be looking for?

Laurie: Honesty.

Kain: Honesty. Opinions?

Laurie: Sometimes.

Kain: What's the difference between honesty and opinions?

Laurie: Honesty is truth and opinions are subjective.

Kain: Okay, so what would you tend to trust more, what would you be able to trust more?

Laurie: Trust the truth, the honesty.

Kain: Trust truth, okay, cool. So people who are honest, people that we could include and accept. What else would we look for, if we're looking for more people in our lives to accept?

Laurie: Caring, I guess. Honesty is really enough for me, I guess.

Kain: Honesty, well, let's paint a really good picture, let's go for the best-case scenario. Rather than the bare minimum, let's go for what would actually really be good for you. Let's just say that this group of people here, they're going to be a bunch of people that are going to connect with you for years to come. They're going to have to be the kind of people that are really going to tick all your boxes, so let's work out what these boxes are, because if we can get clear on what boxes they're ticking, then I'm guessing that we can also become clear at the same time about the boxes that you just need to



be making sure you're ticking as well.

Laurie: Yeah, yeah.

Kain: So what do we think? What is the truth?

Laurie: The truth about what we want.

Kain: What we actually want, not what we don't want, not what we think, but the truth about what we actually want, the truth.

Laurie: Okay, so the truth straight from the head. Honesty...

Kain: From the heart.

Laurie: Honesty, steadfastness.

Kain: Which is?

Laurie: Which is honesty and...that's all I can say, really.

Kain: Let's unpack it, let's really unpack it.

Laurie: Okay. Strength.

Kain: And how would you recognise a person's strength?

Laurie: Truth, strength of character, a strong person, resilient.

Kain: Does a strong person try to justify themselves or explain themselves or do strong people just be?

Laurie: Just do it, yeah, I guess.

Kain: Just be.

Laurie: They just be themselves.

Kain: Just be themselves, cool. Alright, excellent. So I'm wondering, if there was something standing in the way or standing in between where you're currently at and what it is that you want, what would it be? If there was something standing in the way, in between where you're currently at, and what it is that you actually really want, what would it be?

Laurie: Myself.

Kain: Let's go for some really specific answers.

Laurie: So what's standing in the way of me getting what I want.

Kain: What's getting in the way? Let's just be totally honest here.



Laurie: Okay. I don't know if I really know what I want, to be honest, when I'm put on the spot, but I guess it's...

Kain: No pressure.

Laurie: What's getting in the way of me succeeding or furthering myself or...truth, being true to myself, being who I should be, being everything I can be.

Kain: How about just look and see. There's no right answer here, I definitely don't need to be impressed. The truth of this answer, the truth of this question is only going to serve you. No-one else is going to benefit from this answer apart from you, because if you can see what's getting in the way, then you're going to be able to identify what it is that we need to get out of the way. It's going to have to be something that we can get out the way, very practical.

Laurie: Confidence, I guess. I know, truth, confidence.

Kain: So confidence is what we don't have though.

Laurie: Okay.

Kain: So what's standing in the way?

Laurie: That I do have?

Kain: What's standing in the way, what's getting in the way?

Laurie: Doubt.

Kain: Doubt. Right, doubt. Good, so doubt is getting in the way, so it would suggest to me that fear and doubt kind of go hand in hand. Right, I would say that that's honest, I would say that's the truth, isn't it? Fear's getting in the way.

Laurie: Yeah.

Kain: So if fear was to be no longer a barrier, if that was to be out of the way, what is it that you would be pursuing in life that you're not pursuing now?

Laurie: So if I wasn't afraid of losing anything, being...

Kain: Let's go for the worst case scenario, rejection, I reckon that's going to be the main fear, probably in all of our lives, if we're going to be honest. None of us want to be or like to be rejected.

Laurie: No. So if there was no chance of rejection.

Kain: No chance of rejection whatsoever, how would your life be different?

Laurie: I wouldn't justify myself, I guess.

Kain: You wouldn't need to justify yourself.



Laurie: No, I'd do whatever, and then I wouldn't really care.

Kain: Do whatever, so what do you mean by that?

Laurie: I'd answer questions how I wanted to answer them.

Kain: Honestly?

Laurie: Yeah, I guess so, yeah, honestly, yeah, I wouldn't give a wee caveat after.

Kain: A justification, explanation, yeah, okay. I guess in life people don't care how much you know until they know how much you care.

Laurie: Nice way of thinking about it, yeah.

Kain: I'm guessing, on a personal level, in my own life, I don't really want people in my life that don't care about me. I don't care about how intellectual people are, how smart people are. The only thing that's important to me is can I trust this person to be relatively consistent, not to judge me, to be interested, I'm ticking boxes in my life and relationships, most likely in the same way that you are. So the question that we might benefit from having a look at is how is it that you're not being currently for those people?

Laurie: For which people, sorry?

Kain: You know when it comes to allowing fear to get in the way, we allow fear sometimes to really hold us back, to prevent us from just being ourselves, from being totally honest, from just presenting our deck of cards, presenting people with warts and all. When we're not scared of losing anything, we're at the same time not scared of just giving our all and just being totally ourselves, so I can only imagine that if you have any hesitations, if you're holding back from people or trying to preserve your people or justifying yourself to people, it's going to be a result of fear, of perhaps not being fully accepted.

Laurie: True.

Kain: Is that true?

Laurie: It is true.

Kain: So if this fear is getting in the way, if this fear is impacting, I'm wondering who it is that you're not being for those people whom you would actually really like to connect, most likely more effectively with?

Laurie: Myself.

Kain: What does that mean?

Laurie: True, that's who I'm not being, I'm justifying myself, I'm over explaining, with everything just being pure and true and just honest.

Kain: Completely yourself.



Laurie: Yeah.

Kain: How do you find this conversation?

Laurie: It's good, it's really good.

Kain: See when you're just sitting there, I just saw there, you just went ahhh.

Laurie: A wee bit, aye.

Kain: Alright, I can see what you're thinking, because when you're thinking, you're, ohhh, and then when you're honest, you're ahhh. It's actually easier just being honest sometimes.

Laurie: It is.

Kain: You know what I mean?

Laurie: Yeah.

Kain: If I was to think all day long doing what I do, my goodness, I would be absolutely exhausted. It's so hard work doing so much thinking all the time. How about we've just got two guys here just being honest with each other, I'm going to be completely honest with you, you can be completely honest with me, I'm not going to assume the worst, I'm not going to judge you, unconditionally accepting you, want to understand you, genuinely do want to understand you better. Over time you might even want to get to understand me. This is how people build strong relationships in life. Strong relationships have the capacity to build people up in life. Not strong relationships, weak relationships, poor relationships...

Laurie: Tear people down.

Kain: Tear people down. So relationships are either building people up or tearing people down. What I've found is that it's not that people have bad intentions, but sometimes it's not so much...

Laurie: Because they're scared, really.

Kain: Yeah. When people are scared, what do they try to do? Attack. They try to attack. Attack or defend. Sometimes ironically though, attacking is a form of defence. You attack just in case...just to prevent ourselves from being attacked. How many people do this?

Laurie: On a huge scale as well. Not just single people, mindsets.

Kain: Totally. So my approach used to be, I would attack. I was probably less...I took less of a defensive approach, so I used to attack to defend myself, attack first, therefore I would reject first, reject before being rejected. Now, that's a little bit counterproductive.

Laurie: A wee bit, yeah.

Kain: Can you relate to what I'm talking about here?

Laurie: I understand, yeah.



Kain: You understand. How does that relate to the way in which you're being?

Laurie: I think it's the opposite. I think in my whole life until...I mean, even now I guess, I've started to sort of change it and address these issues, but I've only really done...like with the not being able to read so well. I've only ever really done anything I knew I was good at, do you understand what...

Kain: You stick to the stuff...the same stuff.

Laurie: Yeah, I always do the same stuff, so like I would never dance, because I knew I was crap, bad at dancing, so yeah, so I was like, I can't fail, or I can't be not accepted. I was a big risk taker, I had fun still, but there was a lot of things I just never did because I was like, what if it doesn't turn out well, so I have recently tried to do other things, and do things I'm bad at, but I do things I'm bad at personally, like I seek out things I'm bad at, and do it now.

Kain: Personally seek personal growth challenges.

Laurie: Because that's it, yeah, I grow.

Kain: That's when I grow. That's excellent. Yeah, I can very much relate. Being on the receiving end of rejection and judgement, I'm guessing in whatever context, whatever area of our life, teaches us that rejection's a bad thing, and if we're rejected for being different, I guess it just goes without saying that we're naturally not going to want to step outside the comfort zone. Why on earth would we do that? Why would anyone in their right minds do that? So I'll tell you what I want to do today, I just want to set myself up to be totally different and hopefully get rejected off some people, something like that, that's not practical common sense, is it?

Laurie: No.

Kain: It's not, so naturally we try to be more of who we think other people want us to be, but unfortunately I'm guessing that's probably going to come at the cost of something else. If you, say for example were in a relationship trying to be who you think someone else wants you to be, what's that going to come at the cost of?

Laurie: The relationship.

Kain: It's going to come at the cost of the relationship, why?

Laurie: Because if you're not genuine, it's not true, lack of trust, I guess, everyone gets caught in the end.

Kain: Everyone gets caught in the end, so I'm guessing then at any given moment in time, we have two options. We can try to be who we think other people want us to be, or we can just be ourselves. We can try to say the right things and get it right, and we can try to be approved of people, but is there anything that I need to do to earn your approval?

Laurie: No. Well, I mean, you've talked to me, you've engaged with me.

Kain: We're having a conversation.

Laurie: Yeah. In many ways as well, you've sort of probed, which...the other time I



was sort of defensive about. I guess now you've kind of gone past the defences, and it's not an awful thing at all, it's really nice.

Kain: It's not hard, we're actually having just a genuine conversation now, we've got a bit of rapport going, we're starting to kind of get each other a little bit, isn't it, but this isn't cultural, it's not the type of conversation that all people have.

Laurie: I think especially in our culture which is descended from Celtic cultures, it's really not... we're small tribespeople, we fear the outsider.

Kain: Fear the outsider, so we understand that our attitudes towards life and people isn't just necessarily going to be determined by our own life experiences. Yeah, that's going to play a part, sometimes it's going to be impacted heavily by culture, because we've learned that being different isn't okay. So then we reach adult life and we're petrified of being seen as different, because we don't want to get rejected, but I'm guessing that the only way that we're ever really going to be able to win this acceptance off people is if we take off the masks and just commit to...

Laurie: Truth.

Kain: Truth, being ourselves, being honest. How would anyone ever be able to make a well-informed decision about who we are if we don't show them?

Laurie: Yeah.

Kain: If we're too busy trying to...

Laurie: Justify.

Kain: Justify, impress them with our smarts and that sort of thing, how does this fit? I know it's a counselling session, I've just done a whole load of talking, which totally breaks all the counselling rules, doesn't it?

Laurie: Yeah. Felt right though, felt good.

Kain: Was it appropriate?

Laurie: It's great.

Kain: So now, has anything changed? What's changed between us now?

Laurie: Noticeably our flow of conversation's a lot better.

Kain: A lot better in what way?

Laurie: Seems more natural.

Kain: It seems a lot more natural now.

Laurie: Well, yeah, yeah, but then you don't get many natural conversations with people these days.



Kain: You seem a bit more relaxed.

Laurie: I am, yeah.

Kain: A bit more open, I'm having a conversation with the real Laurie now, rather than Laurie's head. Alright, so how do you think you might...or how would you be able to take what it is that's going on between us now out there into the professional world? You know where up until now, imposter syndrome used to live. Let's see if we can now bring imposter syndrome under attack, let's see if we can tear that one down, because I reckon we can, I don't reckon it needs to be there.

Laurie: No, it's not helped me so far.

Kain: That's it. You've heard of the definition of foolishness.

Laurie: Go on.

Kain: It's when we continue to act or behave in the same way, expecting...

Laurie: A different result.

Kain: Yeah, expecting a different result, so we know that responding to life in this way definitely isn't serving us, so what could...this new approach that we might want to consider taking is going to involve risk, that's the only thing, so it means that we're going to have to step outside the comfort zone. I reckon living inside of imposter syndrome is probably the safety zone, even though it's dysfunctional, even though it's not serving us, I reckon sometimes people can become comfortable in chaos. Have you ever heard that saying?

Laurie: I have, yeah.

Kain: Have you become comfortable living inside of imposter syndrome?

Laurie: Oh yeah. I've got routines and...

Kain: Routines, just make sure that...

Laurie: But I've built up this system that's useless, I live in a...it's become my prison, you could say.

Kain: A prison inside of your mind. My goodness. So how do we start tearing this down?

Laurie: Big hammer, I think. Just more...

Kain: What's the hammer going to have to be?

Laurie: Truth.

Kain: Truth, in what context?

Laurie: From within.



Kain: Is that a question?

Laurie: No, from within.

Kain: From within.

Laurie: We'll break out the walls from within.

Kain: How do we do that?

Laurie: By being honest, by...

Kain: Being honest.

Laurie: Not over thinking, by acting, by changing.

Kain: So I'm just trying...I just wonder how it is that we might be able to apply these ideas now in different areas of life, because we're going to have our professional life, we've got social, we're going to have intimate life. I'm assuming that none of your relationships are perfect.

Laurie: I have no complaints, to be honest.

Kain: No complaints. Are any of them perfect? Mine most certainly aren't.

Laurie: No, mine aren't, no, I'm not going to say they're perfect.

Kain: Okay, cool, so if there's no perfect relationships, that means there's room for improvement in all of them.

Laurie: There always is, yeah.

Kain: Always room for improvement, fantastic. So how could we start now making some improvements potentially? How would you see...if you had to start making some changes in some way, in the way in which you relate to other people? What could a possible starting point be, where potentially or possibly up until now, imposter syndrome has kicked in, so we're going to...there's justification, there's justifying and explaining, a lot of that sort of thing happened when we're in imposter syndrome, so imposter syndrome walks hand in hand with justification and explaining oneself. So if we want...we don't want this anymore, we just want to get clear on what we want over here, and this was more acceptance, unconditional acceptance, so if we're clear on what walks hand in hand with unconditional acceptance, then we can hopefully start working out the new habits that you can build into your life, pretty much right away. So acceptance walks hand in hand with...

Laurie: Honesty.

Kain: Honesty. What else did we say? Integrity, sincerity, what was the word you used?

Laurie: Steadfastness.

Kain: Steadfastness, alright. Well, let's look at steadfastness, because we've already established steadfastness is definitely the opposite of imposter, isn't it? Like



chalk and cheese, these two, so how is it that we could tear imposter syndrome down and replace it with steadfastness?

Laurie: Be more truthful, be more...

Kain: If you were to become steadfast rather than imposter in every single area of your life, what might all these other people be able to expect more from you or more of from you?

Laurie: Confidence.

Kain: What could they benefit from, from you? What value will they get from you? Confidence?

Laurie: Everything, I guess, everything I have to offer.

Kain: Which is?

Laurie: Hard work, caring, truth, sincerity, a lot of things.

Kain: So these people now, how is it that they would actually define you using actual words? If I was to speak to them and say, so tell me about Laurie, who is he? I don't care about what he does for a living, who is he? Who is the man? Who is the man, Laurie? What would they say? Bear in mind they're only going to be able to tell me the truth about what they've experienced from you, this is going to be value, because our confidence in life really only stems from knowing the value that we're offering others, through our works, through our efforts or through us just being who we are.

Laurie: So what am I giving people, in the past?

Kain: Who are you being for them, who are you being for these people?

Laurie: A friend, someone reliable.

Kain: Reliable.

Laurie: Yeah, pretty reliable. I thought I was being honest, but on reflection, I guess not, I guess I'm not giving everything I can.

Kain: How reliable are you?

Laurie: Oh, very.

Kain: How reliable are you in relation to being honest about yourself?

Laurie: How reliable am I in relation to being honest about myself...I don't really understand it.

Kain: So I might rely on you to do some really good video production, but in terms of relying on you just to simply be fully yourself, just be you, not put on a façade, not put on the mask, how much could I rely on you to be that person, just to simply be yourself? Masks off, no façade, no justifications, no explanations, imposter syndrome isn't going to turn up, no fear, none of these things. I don't need these things in a



relationship, I'm assuming that these people over here, they don't need it in a relationship, they don't want it.

Laurie: So in that case fully, because why not? If there's no fear, why not give them my all?

Kain: Why not? What would that involve?

Laurie: That attitude or what would...

Kain: Yeah, what would they demand from you?

Laurie: Honesty, truth, everything, no fear, giving it my all, what that would involve, being everything I can be.

Kain: Being everything that you can be. When will that be okay for you?

Laurie: Pretty happy now, so right away.

Kain: When will that be happy for you...will that be okay?

Laurie: Yeah, I'll do it.

Kain: Interesting. Alright, so how, moving forward, do you see imposter syndrome becoming less and something else becoming more?

Laurie: I think it'll take time. I don't know that right away I could go...new people I didn't know. Within my relationships, be they professional, romantic, family or friends, right away. I'd still take some time to adapt to...I mean, when you meet new people, I'm sure you...

Kain: There's always a façade, there's always an entry, that's it. We just meet right from the off and I can't just literally, here I am, here's my warts, here's my flaws, that would be completely naïve. We're literally just leaving ourselves or hanging ourselves out to dry, aren't we? We're setting ourselves up for failure.

Laurie: But within all my personal relationships.

Kain: Personal and professional. Now, it did seem when we started this discussion last week, when was that, the start of the last session, the type of conversation we're having now seems to be quite reflective, it seems to be quite forward focused, in comparison to last week it was quite sort of informative, it was opinionated...

Laurie: Yeah, no, you're right.

Kain: Thinking and...last week we had this whole imposter thing going on, and I'm just wondering now what's changed. What is it you see now that you didn't see this time last week? Now, I'm not just talking about imposter, I'm just talking about what it is that you're actually seeing about you and the role that you can start playing in your life.

Laurie: Well, I don't know, if...from my perspective I'd look at it like that, but I guess I've seen what it's like to lower the defences or to break the mask and it's great, it's nice, it's really cool, yeah.



Kain: It's okay. So in terms of stress and pressure.

Laurie: Yes, it's lighter, more relaxed, definitely.

Kain: Lighter and more relaxed. Even just having a conversation like this, it's not like throughout this session, it's not like we've resolved any major issues or anything like that. Some people think that counselling's all about, we'll have a big massive breakthrough, but sometimes it's not. Sometimes it's about, you know what, it's actually totally okay just to be honest. It's okay not to have to try to get the right answers to the questions and keep on a front, because how will anyone ever get to know you if you're not showing them.

Laurie: You're right.

Kain: That's it, and I'm guessing in the same way that you want to be approved of by the people that you interact with and meet in life, I want to be approved of by the people that I meet with an interact in life. I reckon we all have the same goals, but we all have the same problems as well, because there's areas in life that we all feel like imposters sometimes, and if we're aware of this, we can sometimes perhaps consider just offering other people a little bit of slack and not maybe assume that they're going to be so quick to judge us.

Laurie: Yeah.

Kain: You looked up there.

Laurie: I was just...yeah, because I was thinking as much as I do always kind of wear the mask or whatever, I suppose I do always think that everyone's trying to trick me or lie to me as well.

Kain: Everyone's trying to trick you and lie to you.

Laurie: So I'll see...yeah, so what you just said there, they're probably not, they probably don't want to be like that anyway.

Kain: Why? What do you reckon their goal is?

Laurie: Be honest, to connect with people.

Kain: They want to connect with people and get ahead in life as well.

Laurie: Yeah.

Kain: That's it. We can sometimes all be so quick to judge, can't we?

Laurie: Yeah.

Kain: Alright, how have you found this session this week?

Laurie: It's great, yeah, it's really good, it's been really fun, yeah.

Kain: It's been a little bit different.

Laurie: I feel better, I feel really good.



Kain: What does feeling good...what's that like?

Laurie: I just feel relaxed, I feel hopeful.

Kain: Hopeful of?

Laurie: Of change, of success, of a new way of dealing with stuff, of going forward, of growing, of everything.

Kain: How about a new way of relating to people?

Laurie: Yeah.

Kain: The way in which you're relating to me right now, would it be possible for you to start relating to other people like this in the same way?

Laurie: Yeah, definitely, I can try.

Kain: It would be worth giving it a shot.

Laurie: Oh yeah, why not?

Kain: Would you be willing to give it a shot relating to maybe one or two people that's already in your life in this way, just start relating differently, however this has been for you, over the next six to seven days. We get back together again this time next week?

Laurie: Sure.

Kain: We'll go into phase three of the counselling model.

END OF SESSION 02



START OF SESSION 03

Kain: So Laurie, I can just see right now as I'm seeing you sitting here that you seem a lot more relaxed than how you were right back at the start of session one. I'm just wondering, if anything, what's kind of changed for you over the last few weeks.

Laurie: Well, with this obviously, the counselling, I'm more used to counselling now, more used to you, I know you better now, but I feel better in myself, really. There's been a lot of reflection recently, things I've always done, I'm not questioning in a bad way, but I'm starting to analyse them and think why I do this and what...more think why and more what things mean to me, why certain feelings happen, and really I'm starting to develop strategies to sort of change and feel better, really.

Kain: Fantastic. Well, I have absolutely no idea what you mean by that, but it sounds like something's changed. It seems to me like you're a little bit lighter.

Laurie: Yeah, I definitely feel lighter.

Kain: You feel lighter.

Laurie: I definitely feel lighter.

Kain: Fantastic. Well, that's definitely a good sign. I reckon what would be great for us to maybe establish throughout this session, if that's okay, is how it is, what's changed, or how it is that you're now feeling lighter, because if we can just establish what this is, then we're going to be able to really clearly define it and articulate it, so that you're crystal clear on exactly how it is that you're either thinking different or looking at life different, exactly what the change is, because I'm guessing that we can change sometimes in life, but if we don't know what's changed, then how easy might it be for us to change back, something like that. So through the first couple of weeks, I know that we'd talked about this imposter syndrome that's kind of plagued you for pretty much your entire life or as far back as you can remember, and this did seem to be bringing quite a bit of anxiety into your life.

Laurie: Oh, definitely, yeah, it ruled my life. In my work which I enjoy, I've always enjoyed, and I just kind of said...I think I said in the first session, it's always been going up, it's always been getting better and secure, and even though I'm more secure than ever, I always felt that...even though I still really enjoyed it, I always felt like it was going to come to an end soon, I was only two mistakes away from being fired, but I've really been able to sort of settle down and just enjoy it more, which I think has boosted my productivity, definitely.

Kain: Boosted your productivity.

Laurie: I kind of...because there's a crave thing...not so much taking risks, but you need to try new things and move with the times, whereas before I wouldn't, I would get a system and I would stick very rigidly to it for fear of making mistakes and the house of cards coming down, and the great times I'm experiencing stopping. So now I'm a lot more kind of vibrant and my style has kind of developed more and I can just make better things. I'm also more committed to trying new stuff, and it's had a positive impact, definitely. I just feel better.



Kain: Okay, so something's changed, something's definitely changed. What I'm wondering, would it be okay if we just explored one little element of what you've just shared?

Laurie: Of course.

Kain: You mentioned the word security, so as you're becoming more secure in your work, you started feeling better within yourself, so there's a relationship between how well you're producing or how well you're performing and how well you feel.

Laurie: Definitely, yeah.

Kain: I'm just wondering how much your productivity in life impacts your inner security as a man, I'm wondering where you get your confidence from.

Laurie: A lot of it is from my productivity.

Kain: I'm just wondering if we could just explore it, you don't have to explain anything. I know we're just getting started, I know you've got a bit of a tendency to intellectualise things and explain.

Laurie: No, you're right.

Kain: So let's just see if we can just see what's actually happening here. I'm just looking at a connection, and I reckon that in life, we don't know what we don't know. Sometimes we think we know stuff, but we don't actually know what we don't know, so there's definitely something going on here. It's kind of like your security, your confidence as a man is kind of in some way determined or influenced by how well you perform.

Laurie: I think that's the measure of any man, yeah.

Kain: That's the measure of any man, okay. So hypothetically, what would happen if this productivity stopped, what would happen to confidence?

Laurie: My self-value would plummet.

Kain: Self-value would plummet, okay. What would happen if productivity was to increase?

Laurie: I'd feel good about myself.

Kain: You'd feel good about yourself.

Laurie: I'd feel strong, I'd feel like I was performing.

Kain: It seems to me like we might actually just within the first five minutes of this session have actually perhaps identified something in your life that might actually be triggering this whole anxiety imposter syndrome. Let's just explore it. If I was to ask you a question right now, and this is about how confident you are within yourself, completely apart from what you do, what would you say? Security, we can either be secure in who we are, or we draw our security from our work, from things that we. Where do you get your security from?



Laurie: From the things that I do?

Kain: Okay, so it seems to me then, that if you're performing well, security and confidence is good, but if you're performing not so well, security and confidence is not so well.

Laurie: 100 percent, yeah.

Kain: Is that accurate?

Laurie: Yeah, in times when I've had no work, I've drank heavily...

Kain: You've plummeted.

Laurie: ...I've spent days and days in bed, but yeah, when I'm firing on all cylinders, when I'm progressing in my life...I think its progression is a lot of it. I think I need to feel like I'm moving forward.

Kain: Feel like you're...so you're much like me, I'm exactly the same. If I don't feel like I'm making progress, moving forward in life, I can get restless, I can sometimes get a little bit frustrated, things like that. Alright, cool, so I can totally relate to this. I'm wondering how consistent living this way is.

Laurie: It's not a great way to live, I guess, because everyone has down times, things don't always go to plan, you're always going to get hit with something out of nowhere.

Kain: And when this stuff gets hit, you're...

Laurie: I take it really badly.

Kain: You take the hit as well.

Laurie: Yeah.

Kain: So we've now definitely identified a connection between your self-worth as a man and your ability to perform well. I'm wondering, how would a steadfast man be, where would a steadfast man draw his confidence from, who's steadfast?

Laurie: Inner self, I guess, knowledge of being secure in yourself or...

Kain: Have a look. Let's say that you are aspiring to be the steadfast man. Let's assume that we're not perfect, we're all a work in progress, we're all getting there, me as well. Am I as steadfast as I want to be? No, so I'm working towards being better too, so I guess the purpose of this conversation and life is all about learning more about ourselves so that we can progress more effectively. If there's perhaps approaches that we're taking that aren't serving us or other people as effectively as what they otherwise could, then it can sometimes be wise for us, be good for us to make changes, and we need to understand what the changes are that we need to make. We need to understand the options that we have available to us. So what I'm looking at here is just two hands looking at two options. We can either draw our confidence and our security from the things that we do, which means that if we're performing well, fantastic, but what happens if we break our leg and we can't work for six months?



Laurie: Oh yeah.

Kain: Okay, so our confidence and security and self-esteem is going to very much weighed on our ability to perform, and this is going to be determined by so many other external factors that are outside of our control. What would it mean for your life right now if we could actually get you in the driving seat where you're actually in control of your confidence and your self-worth as a man?

Laurie: That'd be good, that'd be great, I'd be invincible, I guess.

Kain: Invincible, does that mean...

Laurie: Close enough.

Kain: Does that mean you'd be fully empowered?

Laurie: Yeah, I would be.

Kain: Alright, so all we're really looking to do here is just identify what's not working for you. Now, where I'm sitting, bearing in mind I'm just saying what I see, so I'm just reflecting back, I'm doing my best to understand the internal world of Laurie, so if you're currently drawing your confidence from your productivity and the things that you do, then if the things that you do and your productivity levels are fluctuating, your confidence is also fluctuating.

Laurie: Yeah, it does.

Kain: How would we define this, consistent or inconsistent?

Laurie: Inconsistent.

Kain: What does a steadfast man look like?

Laurie: Consistent.

Kain: So what does consistent look like?

Laurie: A straight line.

Kain: A straight line, so how is it that you're currently being then? Are you being straight line or are you being...

Laurie: Oh no, very up and down.

Kain: You're up and down.

Laurie: Well, recently better, but up and down.

Kain: But has this recently better-got anything to do with the productivity?

Laurie: Yeah, it really does.



Kain: It does, it's still determined...

Laurie: I'm doing better at my work.

Kain: You're doing better at work, good, right, okay. It seems to me we might actually be starting to get a little bit of a breakthrough here.

Laurie: Hopefully so, yeah.

Kain: We might just have identified where it is that you're perhaps not working at your most effective, and I reckon that you're the kind of man who wants to up your game and be more effective.

Laurie: I have to, yeah.

Kain: You have to. So do I.

Laurie: So does everyone, I guess.

Kain: So do I. So I'm wondering who it is that you could commit to being today that would alleviate all pressure for you to perform well enough.

Laurie: Myself?

Kain: That's a great answer on a head level, but I reckon we need to get clearer than that, I reckon we need to work to unpack this. I reckon we need to get crystal clear. This session's actually about us making some decisions, so if we want to make some decisions to change, we need to look at exactly what's not working so that we can choose something different. And it's not saying that the something different is going to give the results that we want, it's just if we know that this isn't working, we don't want to continue to choose this. So if we're drawing our confidence and security from our productivity levels, then it might be the case that we perhaps would benefit from considering drawing our value or our self-worth from something else. Now, one word that you have said countless times throughout session one, session two and even this session, truth, and you have placed a massive amount of emphasis on honesty, integrity, which very much connect with steadfastness, yeah?

Laurie: Yeah.

Kain: Okay, cool. So who is it that you could commit to being today? And this is actually breaking it down, we're looking for the specifics now, who specifically. Say for example if I was to identify that my marriage wasn't working particularly well with my wife, Karen. I could allow myself to feel or to experience life emotionally as my marriage is fluctuating, so say for example my marriage is strong, I feel good, my marriage is going through a turbulent time, I'm going through a turbulent time. I guess if I was living my life like that, then I wouldn't be giving my wife much reason to trust me. I'm guessing what she wants to see is consistency. So I'm guessing for us, steadfastness is about becoming consistent, regardless of the circumstance.

Laurie: Yeah, you're right.

Kain: Building a storm proof life, you know when the rains come down and the floods go up, have you heard that song?



Laurie: Before my time.

Kain: That's it, whatever, I guess it's about more building our lives on a foundation of rock, something that's strong and stable, where regardless of what's working out here or what's happening out here, we're not going to be impacted. I'm guessing that would be steadfast.

Laurie: It would be great, yeah.

Kain: It would be. I'm wondering if there is just a decision that we could make that would prompt some actions, perhaps even a level of commitment to something that would actually allow you to start moving away from this emotional inconsistency and towards something far more steadfast, which is what I know you want anyway. I reckon we're just one decision away.

Laurie: It feels like we're close, I feel change coming.

Kain: Good. What change? And I don't reckon we're going to be able to work this out, I reckon we need to look and see.

Laurie: I think it will take a bit, yeah. It feels like I know it, but I can't articulate it to you.

Kain: Okay, that's fine. How about if you were to define the attributes, the characteristics, one word at a time, don't explain it to me, don't justify it, just literally use words, single words to define, if you know one man in your life, one person in your life who you see as being consistent, steadfast, use words, just separate words, individual words to describe and define who it is that you could potentially commit to becoming today.

Laurie: Relating to a person that I know?

Kain: Ideally. It would be hard to relate to someone...

Laurie: I know, I was going to say, I don't really...maybe it's where I learn it, but I've seen everyone...I think everyone's kind of related to the...

Kain: So stop thinking.

Laurie: So what attributes could I learn to...

Kain: Someone, look at someone that you know in some area of your life, there's nothing to think about here. Someone in your life whom you know, whom you even have a little bit of respect for. I'm not saying look at a perfect man, you're not going to find that person. Someone who's just got it relatively well together, use words to define the person. There's nothing to think about here, just words. Say what you see.

Laurie: Honesty.

Kain: Can I write these down?

Laurie: Go for it.

Kain: Going to write these down. Honesty.



Laurie: Honesty...

Kain: Can I stop you there? How specifically?

Laurie: Strength of character, high morals, you know what you get, doesn't put on a show or anything, comfortable in himself.

Kain: And you can see this?

Laurie: Yeah, yeah.

Kain: Is this something that you would like to be more of?

Laurie: Yeah.

Kain: Is this something that you could decide to be more of?

Laurie: Yeah.

Kain: Okay. What else?

Laurie: Determination.

Kain: How specifically?

Laurie: Willing to sacrifice and keep going when things are tough.

Kain: So a willingness to keep on going when things are tough. Do you mean when this is going up and down, productivity, effectiveness, when things are tough?

Laurie: Yeah, yeah.

Kain: All these things outside of our control are happening.

Laurie: Yeah.

Kain: So consistency, is consistency more to do with emotional consistency, is it more to do with straight line?

Laurie: It would be, yeah.

Kain: It would be, cool, so that's a good thing. Not perfect, but it's a good thing.

Laurie: No, it's a good thing, yeah.

Kain: It's a good thing, okay, cool. So determination is going to influence that.

Laurie: Definitely, yeah.

Kain: Okay, cool. In what areas of your life, if any, would you say that you could perhaps raise your determination levels, if there had to be one or two, even just one or two?



Laurie: I don't understand really, so be determined to change something or...

Kain: No, no, there's no right or wrong. We're talking determination, this is a characteristic, a trait, it's not looking at doing anything. We're talking about becoming more determined to live a balanced straight line life, this is the goal. Steadfastness is the goal, so I would suggest that determination is going to determine and massively impact whether we get to this place of steadfastness or not, so if we want to improve and become more steadfast, we've got to identify areas in our life that we're not currently as steadfast as we want to be. We're just talking about identifying areas for growth and improvement here. Do you see now?

Laurie: I think so. So what areas should I be more determined?

Kain: Not should.

Laurie: Will I be more determined.

Kain: Could.

Laurie: Could.

Kain: Would you be willing to.

Laurie: My health, I smoked for ten years.

Kain: Let's go for more meaningful, let's stop...let's not look at stuff that you do, let's look at who you're actually being on a day to day basis. Let's not look at stopping stuff or doing more stuff because that's like setting New Year's resolutions, isn't it?

Laurie: Yeah, you're right.

Kain: And how many times have you tried to stop smoking?

Laurie: Six.

Kain: And how many times has it worked?

Laurie: I'm doing okay now, but yeah, it's not worked so far.

Kain: It doesn't matter, so determination, let's look at...the determination to be steadfast, how determined are you to be steadfast right now, on a scale of one to ten. In this conversation, how determined are you, as we're having a conversation, say for example if I ask you a question and, well, I think...because at the last session we looked at the difference between being totally honest and saying what we think, didn't we? So if you think about it or if you look and see, you'll see that it actually requires a real strength of character and determination to actually talk from the heart, to be honest, and what it is to...I think, I think, I think, it's easy to live an intellectual life, isn't it? Remember, we want to be honest, we want to be grounded, don't we, we want other people to know where they stand with us, and that's only really going to happen if they see us as being consistent, being emotionally balanced, not being emotionally impacted by the stuff, the waves, the highs, the lows. How much determination does this take, demand?



Laurie: A lot?

Kain: So how determined are you being in this conversation right now, in our discussion?

Laurie: Very, enough.

Kain: Perfectly?

Laurie: No-one's perfect.

Kain: So that means there's always room for improvement.

Laurie: Always, every day.

Kain: Cool, so that means you're never going to have cracked it.

Laurie: No.

Kain: So determination is about not giving up.

Laurie: Not giving up, moving forward.

Kain: How about determination in terms of...you know sometimes you seem to fall a bit victim to thinking some stuff?

Laurie: Yeah, I think I overthink most things.

Kain: Yeah, overthink some stuff, you overthink most things. How much determination would be required to stop thinking? Would it even be okay for you to stop thinking?

Laurie: Probably take some practice, I'd have to change my ways.

Kain: What might happen if you were to stop thinking completely? Now, that's a crazy question, isn't it?

Laurie: I was going to say, yeah, I might walk in front of a car.

Kain: It's a crazy question. I'm not talking about not applying common sense, I'm not talking about not being wise, because a steadfast man will be wise and he'll exercise common sense, I'm not talking about becoming a fool, I'm talking about becoming consistent. So if we were to stop thinking, how might life be?

Laurie: Simpler.

Kain: Simpler. How specifically?

Laurie: Well, you just go on one path, I guess, and you just keep going.

Kain: And we stay with this one path, this is what I've been waiting for, one path, one choice. What would this path be for you, or what could it be for you? One path, does that mean one focus?



Laurie: One focus, yeah.

Kain: One focus. That seems to me like it would be the direction of a steadfast consistent man, one path. What would this one path be for you, if it had to be something?

Laurie: Like in the...

Kain: In life.

Laurie: So where would I want to go?

Kain: This one path, what's this one path?

Laurie: It's up, it's improvement, it's...

Kain: Let's go with that, improvement. What sort of improvement?

Laurie: It's growth every day, it's...

Kain: What sort of growth.

Laurie: Growth in myself and my feelings and getting to understand myself and how I work and how I can help others.

Kain: For what purpose?

Laurie: To feel better, to give back.

Kain: To give back. How would you see that working itself out? How would you see that? Let's just fast forward five years from now, between now and five years from now you become this steadfast man, the picture that we've started defining, honesty, determination, consistency, many of the other traits that we've already discussed, you wake up one morning in five years from now and you've become the steadfast consistent man. Who are you today? How is it that you're different today than how you were five years ago? This day five years from now, who is it you've become?

Laurie: Who I become...someone who's got it together really, someone who's...

Kain: Let's really define it, let's really be specific.

Laurie: Specifically, so...

Kain: Yeah, got it together is very, very broad.

Laurie: So like how do I feel or what do I do or...

Kain: No, it's got nothing to do with how you feel, and the reason being is because how you feel has historically been inconsistent, so I'm going to suggest that a priority for you is actually going to have to be to develop a strategy that's going to stop you from feeling, because your feelings are not serving you, it seems. Every day you allow yourself to be defined by your productivity levels, your feelings are up and



down like a yo-yo, and that's inconsistent and that's not steadfast, so this man five years in the future is going to be steadfast. Would you trust a man who's emotionally up and down like a yo-yo?

Laurie: No.

Kain: No, so who do you want to be? Is it really relevant how this man feels?

Laurie: No.

Kain: So what is relevant about this guy?

Laurie: I don't really understand the question, I don't...

Kain: So stop thinking about it, look and see the guy. This is actually more about establishing a vision for who it is that you could actually become, so if I was looking at, say for example my marriage or what I'm doing right now, I'm not a perfect communicator, I'm not a perfect man, I'm inconsistent in some areas of my life, I'm not there yet, so same as you. So I could choose to beat myself up about this and say, I'm an imposter because I'm not perfect, I'm inconsistent, and say, so who do I want to be in five years from now? I, in five years from now, I just want to feel better about myself, I want to feel okay, I want to have it all together. For me, that's not a particularly inspiring vision. It's not even a particularly helpful idea. That's just me, that's just man speaking to another man, so what I'm looking at...

Laurie: Well, that would be good, but I think it's not attainable, you can't just say I'm going to be happy. I think I said...what did I say, happiness, when I said who I'm going to be in five years?

Kain: No, I just meant if you feel like you've got it all together.

Laurie: Yeah, okay.

Kain: You've got it all together. So has anything in your life ever been possible? Have you ever discovered that something was possible when you thought that it wasn't?

Laurie: Yeah.

Kain: Okay, cool. So see if you were to think that something's not possible, is there a chance that it could be, even though you think that it's not?

Laurie: Yeah.

Kain: So there is room...

Laurie: Within reason.

Kain: There is room for things to be possible in life, in general, even though you think they're not possible, so there is opportunity for stuff to happen, even if you don't understand how it's going to happen, so that must mean then that you haven't learned everything there is to know about life just yet.



Laurie: No.

Kain: Cool, so there's still stuff to learn, there's still a whole lot of stuff we don't know.

Laurie: Yeah.

Kain: Okay, cool. So if I was looking at a vision for being a man, what I'm not going to be looking at is what I think, because what I think about this man I'm willing to become is irrelevant, doesn't mean anything whatsoever. I'm going to be looking at who it is that I'm going to be being for other people. Now, I'm just relating this to what it was that you mentioned. You mentioned a few moments ago about giving back, so is this giving back to the world, giving back to society in general, like a faceless society, a faceless world, or is it giving back to some people?

Laurie: People I trust.

Kain: People that you trust.

Laurie: Maybe people that I've met along the way.

Kain: How about people that you don't trust? How about people that are inconsistent? How about people who are perhaps struggling with imposter syndrome?

Laurie: Yeah, you're right, it would be good to...

Kain: How would you know to identify someone who's struggling with imposter syndrome?

Laurie: I'd recognise it in myself.

Kain: How?

Laurie: They display characteristics that I used to.

Kain: Such as...as you used to. That's an interesting term.

Laurie: Well, I'm remembering my five year...

Kain: Interesting. Okay, good. How?

Laurie: What characteristics do they display?

Kain: Well, how would you recognise them? What characteristics, how would you recognise them?

Laurie: They'd probably be nervous, uncomfortable, probably talk about bizarre things, things not relating to them. They probably wouldn't share much.

Kain: They wouldn't feel too confident to be honest with themselves.

Laurie: Yeah, I guess so.

Kain: They might find it easier just to be intellectual, to...I think this is...I think, and I'm



not sure, in defence mechanisms, kind of things, so people who are generally quite defensive.

Laurie: I have a lot of respect for intellectuals though. I mean, you're right when it comes to yourself and your own wellbeing, I've started to understand why I would always gravitate towards the thinkers, but maybe that's just me, because I recognise it.

Kain: I guess how it is that you want to...if you want to assign labels onto people, personally I wouldn't want to be defined as an intellectual. I'm so much more than an intellectual. I've read a lot of books, I wouldn't thank you for calling me an intellectual. How about if that's how you were defined? Who else in the world wants to be defined as an intellectual? Who do you know?

Laurie: Who do I know...

Kain: That would be happy being defined as an intellectual, or are we more than that as human beings?

Laurie: Well, we are, yeah.

Kain: We are, so intellectual would kind of be putting ourselves in a box, wouldn't it? Do you reckon?

Laurie: Mm-hmm.

Kain: Okay. So let's see if we can just focus on this day, this version of you five years from now, and let's see if we can totally un-intellectualise this, regardless of how much respect you have for intellectuals. This person, five years from now, is being a certain way. I'm guessing that if you were considering the kind of people that you trust most in life, that you personally, and you know who you trust, you know who you don't trust, so even if you didn't have to open your mouth and give a response here, if you were just to simply look and see and acknowledge and say nothing, you know the reasons why it is that you trust the people who you trust in life, because over time they're going to demonstrate consistency, straight line, steadfastness. Have you ever met someone right away who you've been able to say, that person is steadfast, they are straight line, I'm 100 percent certain of that.

Laurie: No.

Kain: Why?

Laurie: Because I don't know them, because they don't share, and if they do, it appears weird.

Kain: It would appear very weird.

Laurie: It shouldn't, I understand it shouldn't.

Kain: But it would appear weird because we're human beings, so does that mean then that it just simply takes time to trust people?

Laurie: Yeah.



Kain: It takes time, and through this time I'm guessing we need to be seeing consistency.

Laurie: You're right.

Kain: So let's just say if you were to meet some young guys in the future, some young guys, some young people or some girls or something like that, and you were to see them as being inconsistent, untrustworthy, what are the chances that that would be because they are untrustworthy, would it be because they're just untrustworthy, or might it be because they haven't yet come to trust you?

Laurie: It's probably because they haven't come to trust me.

Kain: It might be, so who is it that you could potentially become to earn their trust, or is it more important that you earn their trust? What's the greater priority here, that people earn your trust or that you earn other people's trust? Who's the most important person?

Laurie: Is it me?

Kain: I don't know, I'm asking. What's the answer?

Laurie: Well, if I'm more confident, if I'm more willing to open up, then it'll be more important that they earn my trust.

Kain: And you just looked up there.

Laurie: I was trying to work it out in my head.

Kain: I think you've actually just worked it out. I just saw you look up there.

Laurie: So I guess one person has to...

Kain: Go first.

Laurie: Yeah, and that's tough, no-one wants to do that.

Kain: Someone has to go first.

Laurie: Yeah.

Kain: That's it. I'm guessing not everyone is going to be as consistent as what you're now becoming.

Laurie: No, you're right.

Kain: So I'm guessing the fact that we're even having this conversation, we're two guys that come from Scotland, it's a very hard culture, we both know this, it's not easy for guys to get together and open up with each other, it's not easy, I fully acknowledge this, but someone has to go first, if we do actually want to earn the trust of other people, if we want to show other people that we are actually trustworthy, in fact steadfast even. I'm guessing that leaders lead by example, don't they?



Laurie: Yeah, they should, yeah.

Kain: When you hear the term leader, what does that mean to you?

Laurie: What does leader mean to me?

Kain: Yeah.

Laurie: Drive, love, I guess.

Kain: What does that mean?

Laurie: Well, maybe not love, but people love the great leaders, and if...I've worked for people in the past, I've had bosses, but I never really felt like they were my leaders, they were my enemies, if anything, because they made me do work I didn't want to do, but a true leader, I guess, doesn't order people to do what he wants, he explains and they do it because they want to, because they want to follow, because he's the head of the body, I guess.

Kain: Leads by example as well.

Laurie: Yeah, he's someone people aspire to be, I guess.

Kain: So if this was you in five years from now, who is it that you've now become, because I guess what you're doing now and how you're feeling, as I mentioned ten minutes ago, has become irrelevant, if this is you now.

Laurie: Yeah, it'll all be a memory.

Kain: So who have you become now?

Laurie: The person I always should have been, an honest person, an open person.

Kain: Open.

Laurie: Open, yeah.

Kain: Open, so in order for you to really be seen as being open here, I'm guessing if you're being open here, then people are going to feel confident enough to approach you, to come to you, perhaps even open up with you. You smiled.

Laurie: Yeah, well, I think I'm starting to get it

Kain: Get what?

Laurie: Just the...how to be, you know, I always have...like looking back at like ways of kind of not gelled with people or whatever, I'll always...I crack a lot of jokes or I'll say strange things.

Kain: Humour.

Laurie: Yeah, humour, to deflect, because I didn't want to be open, and then I've kind of gone away thinking, oh, he was awful, he was weird, he was strange, I didn't



get on with that guy, that was his fault, but then looking back I'm like, well, maybe I could have just been normal. Not normal, but...

Kain: Different.

Laurie: Different.

Kain: Could have been different.

Laurie: Yeah.

Kain: I've sensed, this session has seemed a little bit challenging.

Laurie: It has, yeah, at the start...

Kain: At the start it felt like we were in a bit of an intellectual battle for a little while there.

Laurie: Yeah, definitely. I think it's me, I don't...I need to learn to sort of...not go for it, but I kind of want to give an answer at certain points, but...

Kain: Could I ask a question now, just for an honest answer.

Laurie: Honest answer.

Kain: How have you felt over this session and the last two sessions, knowing that I am focused solely on you, not on an agenda, I'm not evaluating you, I'm not assessing you, I'm not critiquing you, I just want to understand. How does that feel?

Laurie: At first it was uncomfortable. Now I'm fine with it.

Kain: Fine, perfectly fine, or imperfectly fine?

Laurie: Imperfectly fine.

Kain: Imperfectly fine, so we're still getting used to it.

Laurie: Yeah, I think it's something I need to train in, it's something I need to work on, but even then, even in moments where I've felt comfortable, there has...I suddenly...like why is he asking that? Is it a trick like you're saying...

Kain: A couple of times like I'm probing or I'm judging you, something like that.

Laurie: I mean, I do trust you, but it's like a switch, I guess.

Kain: That's it, we're used to. How many times would you say throughout the average week, or when you're interacting with different people, you see how sometimes that switch, if we just go to that switch, you know that switch comes in, why's he asking you this, why's he asking me that, what's he thinking, what's he assuming, do you remember the problem that we identified right back in session one? You hate when people make assumptions of you.



Laurie: Yeah.

Kain: What would be the worst outcome, say right now, just say I had made an unfair inaccurate assumption of you, let's just say that I assume the absolute worst of you right now. Now, you wouldn't even necessarily know what that is, because I'm assuming it, it's inside of here, you wouldn't know, but let's just say that I have actually made this really unfair, unjust, immature, naïve assumption of you. The assumption that I've made, would that be more a reflection of who you are or would that be more a reflection of my ignorance?

Laurie: It would be your ignorance.

Kain: So let's just say that I have made an assumption of you here, an incorrect one. Who's the fool?

Laurie: You.

Kain: Are you who you are, or are you who I think you are?

Laurie: I'm who I am.

Kain: So what I think you are, is that relevant or completely irrelevant?

Laurie: It's irrelevant.

Kain: Yeah. Let's just say that I was then to start, Laurie, I think this, and I think that, and I think that your motives and agendas are this and that, and I think that this is who you are, and I think you've got a stinking attitude, and I think you're a fiery hot-blooded temperamental Scottish male. Let's just say that I was to come out and say that right now, which would be completely inappropriate for me as a counsellor. Would that make you those things?

Laurie: No.

Kain: Why?

Laurie: Because I know who I am. I enjoy a bit of verbal sparring, so I'd probably argue back with you, but...

Kain: I have noticed, I have become aware.

Laurie: I know, I know, I know.

Kain: I've enjoyed a little bit of verbal sparring, I'm not used to that, so I've found that a struggle in this counselling relationship.

Laurie: No, yeah...but yeah, no, it didn't matter if you defeated me or if you got your points across and I didn't, or if you shouted louder, because I know who I am.

Kain: You know who you are, and that is?

Laurie: It's me, I'm honest and...

Kain: You're honest.



Laurie: Yeah.

Kain: You are...who else?

Laurie: I'm caring.

Kain: You're caring. Who else are you?

Laurie: Driven.

Kain: You're driven. Who else are you? Are you moving forward in life?

Laurie: Oh yeah.

Kain: I guess that means you're making progress.

Laurie: Yeah, getting better.

Kain: You're getting better.

Laurie: Every day.

Kain: Getting better. Are you perfect?

Laurie: No.

Kain: Will you ever be perfect?

Laurie: No.

Kain: But you're getting better every day. So if someone has an opinion about who you were yesterday, does that mean that that opinion is who you are today?

Laurie: No.

Kain: It doesn't.

Laurie: No.

Kain: So who gets to determine how it is that you respond to other people?

Laurie: Me.

Kain: You just said that very, very assertively.

Laurie: Yeah.

Kain: Who's in the driving seat of your life.

Laurie: I am.



Kain: Who gets to be that steadfast role model?

Laurie: Me.

Kain: Who also gets to be that imposter?

Laurie: No-one.

Kain: Who gets to be the imposter? Someone wants to...

Laurie: Whoever wants to take on that role and act that way, they're going to feel that way.

Kain: Interesting.

Laurie: And it's unfortunate that they maybe don't understand it, but they can change, everyone can change.

Kain: So let's just say right now, I assume that you're an imposter. Does that make you an imposter?

Laurie: No.

Kain: Does that make me ignorant?

Laurie: Yeah.

Kain: Does that make me naïve and judgemental? Would you really want to sit here having a conversation with someone who assumes that you're someone that you're not?

Laurie: Well, no.

Kain: No, and neither would I. What does this mean?

Laurie: What does this mean?

Kain: Yeah, what does this mean about you? About the choices that you now have, that you can make every single day.

Laurie: I can do anything, really, I can be who I want to be. I'm free from others.

Kain: You're free from others. In what sense?

Laurie: They don't matter unless I want them to matter.

Kain: They don't matter unless you allow them to matter.

Laurie: Unless I allow them, yeah.

Kain: And who gets to choose that?

Laurie: Me.



Kain: You. Alright, are you in control of whether the jobs get done on time, whether you...are you in control of whether other people like your best efforts or whether they don't?

Laurie: Well, no, I'm not...if they like it, no.

Kain: You're not in control of these things.

Laurie: No.

Kain: Are you in control of the economy?

Laurie: No.

Kain: Are you in control of whether I assume the worst of you?

Laurie: No.

Kain: Are you in control of whether I assume the best of you?

Laurie: No.

Kain: Are you in control of whether I come up with a completely ridiculous idea about who you are and what you're capable of?

Laurie: No.

Kain: How about if all those people outside there think you're an imposter, are you in control of that? So what is it you're in control of?

Laurie: How I feel.

Kain: And?

Laurie: My own self-worth.

Kain: So specifically, what is it that you are in control of, because your self-esteem and how you feel are feelings, your self-worth is...what is your self-worth?

Laurie: What is my self-worth?

Kain: Yeah, you said self-worth, you're in control of self-worth, what is that, what does that mean to you?

Laurie: It's how I grade myself, how I...

Kain: Who you are.

Laurie: Yeah.

Kain: Your value. If you said to me that you're honest, that you're caring, integral, well, for me these are pretty valuable traits that I admire and respect and find



valuable in people, so I'm guessing our value perhaps might be more to do with who it is that we are, rather than what we produce.

Laurie: Yeah, you're right.

Kain: So if we were just to start linking where we're at now, right back to where we started in this session, where right back at the start of the session we noticed that how we feel is sometimes up and down, and that's based upon how well we perform. I'm just wondering what's changed now in terms of how you see things.

Laurie: It's...that stuff, how well I perform, my productivity, career, all that stuff, I can learn not to let that get to me or worry about that, and I can just focus on myself and who I am and the positives, and the negatives as well, and shut everything else out and continue to grow internally, regardless of outside circumstances. And if I can't, that's what I can aspire to do, I can get better at doing that, I can learn.

Kain: Get better. So even if you're not able to do this perfectly, even if you're not able to do this in a way that meets other people's expectations and standards, you still have the ability to improve and get better. Is this because you're not perfect yet?

Laurie: No.

Kain: Is anyone else perfect yet?

Laurie: No.

Kain: How easy is it for us in life to start cutting ourselves a little bit of slack sometimes? Is it easy or is it hard?

Laurie: It's hard.

Kain: It's hard. Does it require some determination?

Laurie: Yeah. It shouldn't, but it does, the vision, I guess, you need to actually think about it. I've learned that.

Kain: Vision.

Laurie: Yeah.

Kain: So if we were to start bringing this discussion to a close and say that you were to perhaps have a vision for who it is that you could begin working towards becoming today, appreciating you're not perfect yet, but if you keep on growing and improving yourself in the way in which I know you're committed to, you're only going to keep on becoming better. Now, if you keep on becoming better every day for the next five years, then this person who you become five years from now, I can only imagine is going to be pretty darned steadfast.

Laurie: Mm-hmm.

Kain: Is this the kind of person who would be able to lead and inspire other people out of their imposter syndrome?



Laurie: Yeah, definitely.

Kain: What would this demand from you?

Laurie: Continued improvement, just staying on the right track, just to always internally look inside myself and validate my own self-worth rather than taking cue from others.

Kain: And how do you do that specifically?

Laurie: Just being open and honest.

Kain: Open and honest, and I'm guessing this might require a little bit of determination, because I'm guessing...

Laurie: A little bit, yeah.

Kain: ...that this has been quite tricky for you.

Laurie: Yeah, but I've never really looked at it, I've been more focused on...

Kain: Doing stuff.

Laurie: ...meeting other people's expectations.

Kain: How about rather than working to fulfil and meet other people's expectations of you, you start working in alignment and travelling in a direction to meet the expectations that you have of yourself.

Laurie: Yeah, I definitely will.

Kain: This guy, the steadfast guy who's actually positively impacting others, could this be someone that you could work towards becoming?

Laurie: Yeah. One step at a time, yeah.

Kain: One step at a time. How do you think this would impact?

Laurie: Only positively.

Kain: So what does that mean? Straight line?

Laurie: Yeah. Consistency.

Kain: So we can see the steps that we can start taking today towards getting away from inconsistency and towards that steadfastness.

Laurie: Like never before, yeah.

Kain: Like never before, fantastic. Okay, Laurie, how's today been for you?

Laurie: It's been great, really has.



Kain: What's been great about it?

Laurie: The clarity, the clear review, it was exciting kind of working stuff out, just seeing stuff I'd never seen before that...it had obviously kind of always been there, I guess, but I'd just never seen it.

Kain: So what is it you see now that you never saw before?

Laurie: It's hard to describe. I guess what's important, what should take priority. I need to focus more on myself rather than how I feel I stack up in this thing that really means nothing, how other people's opinions, stuff like that.

Kain: So it seems to me, if I could just summarise, paraphrase, present back to you what I feel you're saying.

Laurie: Go for it.

Kain: You could perhaps prioritise becoming this person that you know is going to be that steadfast rock rather than prioritising other people's opinions, perceptions of you and what they think.

Laurie: Yeah.

Kain: If I was to ask you now, if you were to reach this place or if you're working towards this place, even this shift in perspective, you're now just simply committing to being who are you. I can only imagine this is going to feel a lot lighter than committing to try and keep other people happy.

Laurie: Yeah, definitely, really, definitely.

Kain: If there was one word that you could use to define going in this direction rather than that direction, what would it be, one word?

Laurie: Focus.

Kain: If I was to ask you to use one word to define what it is that you would have more of inside...

Laurie: Power.

Kain: Look more in your heart, in your head. If you're just going down this path here, working towards just being the best version of you that you can become, which you can start today, and caring less about what other people think, what do you have going down this path that you don't have going down here? What is it that you actually have inside here?

Laurie: What do I have? Vision, truth...

Kain: Could I offer you a hunch?

Laurie: Go for it, please.



Kain: One word, just say yes or no. Freedom.

Laurie: Yeah, that's good, yeah. That's nice.

Kain: I'm just offering...I'm helping you to hopefully find the vocabulary just to help you give voice to what's in you. Laurie, I know this hasn't been particularly easy for you.

Laurie: It's good fun, though.

Kain: It's good fun, that's one way to define it.

Laurie: Yeah, I know, I've enjoyed it, really I have, I've never done anything like this really before.

Kain: You've never done anything like this before. Are you okay, happy for us to wrap this up?

Laurie: Yeah, yeah.

Kain: Brilliant, okay.

END OF TRANSCRIPT

